Cut-rate loans spur rise; imports also gain

Domestic sales up 29 pct. for month

By Jenny L. King
Staff Writer

Domestic new-car sales in November showed their strongest gain for any month of 1982, with a total up 29.28 percent compared with the same month of 1981. Imports followed suit, reaching their best total since August and climbing 21.02 percent above the year-ago level. Lower interest-rate levels available through domestic dealers were most likely the key sales stimulant.

U. S. manufacturers' dealers retailed 558,146 new cars during November, up 29.28 percent from 431,726 a year earlier, and up 14.40 percent over the previous month's total of 487,871. It was their best monthly total since May's 584,074.

Import sales numbered 185,059, which was 21.02 percent ahead of 152,910 for the corresponding 1981 month. They were up 9.91 percent over October's 168,379.

The industry total in November was 743,205, an increase of 27.12 percent over 584,636 in 1981.

Industry year-to-date was 7,344,610, down 8.29 percent from 8,008,588. Domestic 11-month sales were down 9.23 percent, to 5,308,612 from 5,848,710, while imports were off 5.74 percent, to 2,035,998 from 2,159,878.

• With 25 selling days this November compared with 24 in 1981, the domestic daily selling rate averaged 22,326, up 24.11 percent from 17,989 in November, 1981.

All major U. S. auto makers except Volkswagen of America reported sales increases in November. General Motors was up 32.99 percent, to 359,349 from 270,198 last year. Ford Motor Co. sales were up 25.62 percent, to 122,661 from 97,646.

Chrysler Corp. dealers retailed 55,921 new cars in November, up 24.24 percent from 45,011; American Motors was up 42.47 percent, to 13,461 from 9,448, and VWoA reported sales of 6,754 U. S.-built Rabbits, down 28.32 percent from 9,423.

GM earned 64.38 percent of the domestic market for the month, up from 62.59 percent a year earlier. Ford dipped to 21.98 percent from 22.62 percent. Chrysler stood at 10.02 percent, down from 10.42 percent. AMC sales accounted for 2.41 percent, up from 2.19 percent, and VWoA earned 1.21 percent, down from 2.18 percent.

Imperial (down 25.80 percent) and VW were the only domestic makes unable to match or surpass last year's totals for the month. Chrysler was up 98.57 percent, Dodge was up 15.51 percent and Plymouth was up 2.91 percent compared with 1981.

Ford was up 27.51 percent, Mercury was up 11.49 percent and Lincoln was up 64.22 percent. Buick was up 36.56 percent, Cadillac was up 38.73 percent, Chevrolet was up 22.51 percent, Oldsmobile was up 42.66 percent and Pontiac was up 40.34 percent.

• Sales of new imported cars were buoyed by substantial gains for the largest companies during the month. Top-ranking Toyota was up 18.55 percent over last year, second-place Datsun was up 25.24 percent and third-place Honda was up 34.57 percent. BMW reported a sales increase of 80.55 percent and a record for the month; Mercedes sales were up 10.45 percent to a monthly record; Saab was up 34.42 percent to a record and Jaguar record sales more than tripled compared with 1981.

Others to report gains for the month included Mazda, up 22.65 percent; Subaru, up 28.10 percent; Volkswagen, up 46.26 percent; Porsche, up 29.99 percent; Renault, up 17.75 percent, and Volvo, up 6.63 percent.

The market class breakdown for the total industry in November this year compared with '81 was as follows: Imports had 24.90 percent, down from 26.16 percent; intermediates had 22.33 percent, up from 19.44 percent; compacts had 17.79 percent, down from 20.33 percent; subcompacts had 16.58 percent, down from 17.20 percent; standards had 12.00 percent, up from 11.04 percent, and luxury models had 6.40 percent vs. 5.83.

In the final November sales period, the domestic total climbed 13.87 percent, to 158,727 from 139,389. There were seven selling days both years, so their averages also had a difference of 13.78 percent, up to 22,675 from 19,913.

Annualized domestic sales figured on the Nov. 21-30 total were just over six million units.

GM sales were up 5.18 percent in late November; Ford was up 26.75 percent; Chrysler was up 54.08 percent, AMC was up an estimated 44.44 percent, and VWoA dropped 36.02 percent.

For the period, GM earned 59.43 percent of the domestic market; Ford had 24.25 percent; Chrysler earned 12.24 percent; AMC had 2.46 percent, and VWoA had 1.62 percent.

Where Auto Market was in November

	Total Sales	Pct. of Total
SUBCOMPACT	123,218	16.58
COMPACT	132,233	17.79
INTERMEDIATE	165,952	22.33
STANDARD	89,183	12.00
LUXURY	47,560	6.40
IMPORT	185,059	24.90
TOTAL	743,205	100.00

U. S. CAR SALES BY MARKETING UNITS

	Nov., 1982	Nov., 1981	11 Mos., 1982	11 Mos., 1981
Chevrolet	129,503	105,710	1,173,064	1,367,592
Ford	83,580	65,547	849,125	959,730
Oldsmobile	81,900	57,408	743,646	799,098
Buick	72,986	53,445	672,241	674,610
Toyota	42,792	36,096	484,099	534,718
Pontiac	48,128	34,294	444,361	526,661
Datsun	41,362	33,027	430,467	431,746
Plymouth	21,791	22,556	278,316	357,600
Honda	29,618	22,010	337,779	343,623
Dodge	24,158	22,882	284,042	337,822
Mercury	28,822	25,852	301,701	322,235
VW of America	18,205	18,828	200,364	284,406
Cadillac	26,832	19,341	225,620	210,065
AMC-Renault	16,858	12,333	134,185	157,773
Mazda	14,712	11,995	149,865	155,810
Subaru	13,512	10,548	138,741	140,855
Chrysler/Imperial	15,440	7,953	163,544	89,057
Volvo	4,712	4,419	68,974	61,397
Lincoln	10,259	6,247	84,294	59,455
Mercedes-Benz	5,444	4,929	58,564	56,643
BMW	4,364	2,417	46,178	37,536
Fiat	479	1,232	14,590	31,979
Jaguar-Rover-Triumph	1,384	819	9,130	18,137
Isuzu	1,698	1,432	14,103	16,602
Peugeot	1,065	1,078	13,106	15,708
Saab	1,902	1,415	17,038	13,326
Mitsubishi	1,515	.....	2,690	.....
DeLorean	*	654	2,830	2,367
Alfa Romeo	184	171	1,953	2,033
TOTAL	743,205	584,636	7,344,610	8,008,588

* Not available.

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

IMPORTED CAR SALES

	Nov., 1982	Nov., 1981	11 Mos., 1982	11 Mos., 1981
Alfa Romeo	184	171	1,953	2,033
Audi	3,791	4,057	41,877	46,232
BMW	4,364	2,417	46,178	37,536
Challenger	790	883	13,147	11,680
Colt/Champ	1,857	3,274	34,629	38,918
Colt	1,876	3,393	35,592	39,602
Datsun	41,362	33,027	430,467	431,746
DeLorean	*	654	2,830	2,367
Fiat	404	1,191	13,540	30,965
Fiesta	.....	.....	.....	32,856
Honda	29,618	22,010	337,779	343,623
Isuzu	1,698	1,432	14,103	16,602
Jaguar	1,384	469	9,130	4,142
Lancia	75	41	1,050	1,018
Mazda	14,712	11,995	149,865	155,810
Mitsubishi	1,515	.....	2,690	.....
Mercedes-Benz	5,444	4,929	58,564	56,643
MG	.....	88	.....	3,663
Peugeot	1,065	1,078	13,106	15,708
Porsche	1,270	977	12,246	9,983
Renault	3,397	2,885	35,509	28,832
Rover	.....	49	.....	728
Saab	1,902	1,415	17,038	13,326
Sapporo	945	830	11,785	12,451
Subaru	13,512	10,548	138,741	140,855
Toyota	42,792	36,096	484,099	534,718
Triumph	.....	213	.....	9,604
Volkswagen	6,390	4,369	61,106	76,840
Volvo	4,712	4,419	68,974	61,397
TOTAL	185,059	152,910	2,035,998	2,159,878

*Not available

DOMESTIC CAR SALES

	Nov. 21 to Nov. 30, 1982	Same Period, 1981	Nov., 1982	Same Month, 1981	Jan. 1 to Nov. 30, 1982	Same Period, 1981
Renault Alliance	.....	.....	7,590	.....	21,631	.....
Spirit	.....	.....	587	1,433	15,180	32,272
Concord	.....	.....	2,173	3,948	29,239	56,888
Pacer	.....	.....	.....	.....	.....	111
Eagle	.....	.....	3,111	4,067	32,629	39,670
AMERICAN MOTORS*	3,900	2,700	13,461	9,448	98,676	128,941
Horizon	1,111	863	3,026	3,589	42,964	71,555
Turismo/TC3	1,039	738	2,731	2,664	36,420	49,036
Reliant/Volare	4,259	2,822	12,660	11,769	134,728	184,757
Plymouth	171	133	572	430	17,790	883
Total Plymouth	6,580	4,556	18,989	18,452	231,902	306,231
LeBaron	.....	118	.....	601	.....	35,913
LeBaron K	2,141	1,266	5,901	4,102	82,260	5,774
Cordoba	389	352	1,283	1,269	14,871	22,565
New Yorker 5th Ave.	1,755	624	5,440	1,698	58,061	3,348
E-Class	1,023	.....	2,606	.....	5,945	.....
Chrysler	.....	.....	.....	.....	.....	17,080
Total Chrysler	5,308	2,361	15,230	7,670	161,137	84,680
Total Imperial	70	79	210	283	2,407	4,377
Omni	1,079	826	2,958	3,097	36,172	52,716
Charger/024	1,138	886	3,017	3,254	37,711	48,510
Aries/Aspen	3,164	2,980	9,695	9,377	101,564	140,264
Dodge 400	988	452	2,388	1,154	25,911	1,682
Diplomat	329	298	1,466	1,015	23,917	24,479
Mirada/Magnum	142	175	450	709	6,889	13,261
Dodge 600	636	.....	1,518	.....	3,139	.....
Dodge St. Regis	.....	.....	.....	.....	.....	5,628
Total Dodge	7,476	5,617	21,492	18,606	235,303	286,540
CHRYSLER CORP.	19,434	12,613	55,921	45,011	630,749	681,828
Pinto	.....	.....	.....	.....	.....	10,037
EXP	1,242	1,463	4,253	4,899	36,363	51,734
Escort	8,360	6,502	28,556	22,147	313,983	270,722
Mustang	2,985	2,642	9,385	9,312	110,838	149,119
Fairmont	5,993	2,666	14,683	9,576	124,599	174,173
Granada	1,420	2,224	4,887	8,098	91,699	99,349
Thunderbird	563	1,227	2,067	3,768	41,238	66,351
LTD '83	2,746	.....	9,261	.....	15,715	.....
Ford Crown Victoria	3,148	2,486	10,488	7,846	114,690	105,389
Ford Division	26,457	19,210	83,580	65,547	849,125	926,874
Bobcat	.....	.....	.....	.....	.....	2,169
LN7	428	478	1,227	1,690	12,047	17,013
Lynx	2,213	2,279	6,964	7,547	90,284	88,772
Zephyr	1,230	1,293	3,797	2,917	39,300	48,602
Cougar/Monarch	426	1,753	1,643	4,584	39,930	43,526
XR-7	198	501	788	1,482	15,155	27,628
Capri	897	924	2,797	2,694	28,540	45,685
Marquis '83	1,227	.....	3,517	.....	6,508	.....
Mercury Gd. Marquis	2,544	1,654	8,089	4,938	69,937	48,840
Total Mercury	9,163	8,882	28,822	25,852	301,701	322,235
Cont./Versailles	461	560	2,256	1,575	21,127	3,444
Lincoln	1,514	963	5,030	2,635	37,877	27,698
Mark VI	893	750	2,973	2,037	25,290	28,313
Total Lincoln	2,868	2,273	10,259	6,247	84,294	59,455
L-M Division	12,031	11,155	39,081	32,099	385,995	381,690
FORD MOTOR	38,488	30,365	122,661	97,646	1,235,120	1,308,564
Skyhawk	1,851	.....	5,988	.....	42,862	.....
Skylark	3,273	4,668	12,083	17,425	133,935	188,811
Century FD	4,678	87	14,107	88	90,324	88
Regal Sedan	2,126	2,578	7,387	7,421	73,899	116,794
Regal Coupe	3,514	3,931	12,556	12,960	134,939	197,403
Le Sabre	3,301	2,261	9,939	6,871	101,099	75,144
Electra	2,046	1,528	6,396	5,025	54,745	52,385
Riviera	1,472	1,217	4,530	3,655	40,438	43,985
Buick Division	22,261	16,270	72,986	53,445	672,241	674,610
Cimarron	547	526	1,623	2,092	11,833	13,392
Seville	828	688	2,774	1,943	21,486	21,005
Cadillac	4,863	3,799	16,302	10,817	140,292	126,064
Eldorado	1,697	1,595	6,133	4,489	52,009	49,604
Cadillac Division	7,935	6,608	26,832	19,341	225,620	210,065
Chevette	3,710	7,611	22,788	19,672	219,981	329,596
Cavalier/Monza	3,382	2,935	12,838	11,392	111,092	82,760
Citation/Nova	3,786	10,584	18,214	28,553	174,709	284,238
Camaro	5,289	836	20,111	2,513	170,856	92,018
Celebrity	3,631	69	13,728	69	89,306	69
Malibu	2,639	4,699	10,631	12,982	103,279	201,787
Monte Carlo	2,221	3,643	9,853	10,387	92,710	153,710
Chevrolet	4,873	7,141	19,234	18,549	190,091	195,528
Corvette	554	508	2,106	1,593	21,040	27,886
Chevrolet Division	30,085	38,026	129,503	105,710	1,173,064	1,367,592
Firenza/Starfire	817	.....	3,759	.....	25,744	.....
Omega	1,303	2,181	7,089	8,240	68,614	105,224
Cutlass Ciera	3,375	.....	15,835	.....	104,512	.....
Cutlass	.....	3,488	.....	11,629	.....	178,687
Supreme	6,460	5,137	25,768	16,113	263,948	253,986
Olds 88	4,311	3,479	16,401	10,495	167,602	147,906
Olds 98	2,481	2,588	9,425	7,994	81,501	77,240
Toronado	959	1,079	3,623	2,937	31,725	36,052
Oldsmobile Division	19,706	17,952	81,900	57,408	743,646	799,098
T-1000	1,368	1,684	4,842	4,610	47,697	52,147
J-2000/Sunbird	1,703	1,219	5,340	5,143	52,072	72,704
Phoenix	1,377	2,343	4,738	7,184	45,764	78,389
Firebird	3,766	448	11,697	1,394	96,504	50,593
6000	2,350	26	8,173	26	49,177	26
Bonneville/LeMans	1,878	1,787	6,610	5,668	70,696	69,310
Grand Prix	1,897	2,576	6,728	7,848	78,275	122,374
Pontiac	.....	741	.....	2,421	4,176	81,118
Pontiac Division	14,339	10,824	48,128	34,294	444,361	526,661
GENERAL MOTORS	94,326	89,680	359,349	270,198	3,258,932	3,578,026
VOLKSWAGEN	2,579	4,031	6,754	9,423	85,135	151,351
DOMESTIC TOTAL	158,727	139,389	558,146	431,726	5,308,612	5,848,710
IMPORT TOTAL	.....	.....	185,059	152,910	2,035,998	2,159,878
INDUSTRY TOTAL	.....	.....	743,205	584,636	7,344,610	8,008,588

*—AMC does not issue a nameplate breakdown for 18-day periods.

Overseas production, registrations

Registrations overseas

WEST GERMANY
Cars

	9 mos., 1982	9 mos., 1981
Alfa Romeo	8,806	10,372
Bertone	438	—
BL	3,120	4,695
BMW	99,994	99,506
Daihatsu	4,439	6,521
Datsun	32,485	33,930
Fiat Auto	73,886	73,571
Ford	181,795	225,375
General Motors	309,587	296,335
Honda	25,961	29,928
Innocenti	433	1,195
Lada	4,490	5,142
Mazda	31,615	34,913
Mercedes-Benz	180,416	189,981
Mitsubishi	26,907	37,392
Peugeot SA	70,192	80,038
Citroen	30,904	35,160
Peugeot/Talbot	39,288	44,878
Pininfarina	126	—
Porsche	8,181	7,768
Renault	68,472	79,308
Saab	2,181	2,197
Skoda	1,033	1,348
Subaru	2,936	1,254
Suzuki	8,617	5,792
Toyota	30,113	40,362
VAG	503,820	549,462
Audi	93,956	120,157
Volkswagen	409,864	429,305
Volvo	9,063	10,752
Others	1,172	2,300
Total	1,690,618	1,829,428

UNITED KINGDOM
Cars

	9 mos., 1982	9 mos., 1981
Alfa Romeo	7,034	6,122
BL	223,369	238,140
Austin Rover	216,211	231,837
Jaguar	5,162	4,544
Range Rover	1,996	1,759
BMW	19,499	13,828
Colt (Mitsubishi)	7,142	10,042
Daihatsu	3,911	2,371
Datsun	76,451	76,797
Fiat Auto	40,470	49,684
Ford	371,140	366,357
FSO	2,509	1,788
General Motors	141,928	100,247
Honda	12,735	12,514
Hyundai	2,243	—
Lada	13,557	11,756
Lotus	334	246
Mazda	12,029	14,711
Mercedes-Benz	10,064	8,693
Panther	25	34
Peugeot SA	83,123	94,699
Citroen	20,110	21,950
Peugeot/Talbot	63,013	72,749
Reliant	92	280
Renault	53,469	59,166
Rolls-Royce	697	1,087
Saab	7,514	7,361
Skoda	7,139	6,824
Subaru	2,101	2,709
Toyota	22,123	20,046
VAG	74,187	65,912
Volvo	41,739	34,757
Zastava	2,380	—
Others	2,898	2,960
Total	1,244,011	1,211,932

AUSTRIA
Cars

	9 mos., 1982	9 mos., 1981
Alfa Romeo	2,187	1,766
BL	551	773
BMW	5,957	5,610
Daihatsu	241	308
Datsun	9,546	9,403
Fiat Auto	9,944	9,730
Ford	12,771	14,134
General Motors	22,940	17,920
Honda	2,417	1,571
Lada	1,655	2,135
Mazda	15,637	14,590
Mercedes-Benz	3,853	4,512
Mitsubishi	3,026	4,390
Peugeot SA	11,552	14,029
Citroen	4,940	5,112
Peugeot/Talbot	6,612	8,917
Porsche	333	366
Renault	9,342	8,115
Saab	398	559
Skoda	217	318
Subaru	2,117	2,395
Suzuki	657	1,074
Toyota	5,399	7,331
VAG	32,581	34,014
Volvo	2,380	2,762
Others	107	164
Total	155,859	157,969

HOLLAND
Cars

	9 mos., 1982	9 mos., 1981
Alfa Romeo	3,266	3,424
American Motors	37	69
BL	5,201	5,800
BMW	12,462	9,893
Chrysler	43	93
Daihatsu	1,874	1,679
Datsun	14,790	15,274
Fiat Auto	18,599	14,008
Ford	34,258	34,961
FSO	35	86
General Motors	54,665	45,382
Honda	12,247	15,150
Hyundai	1,676	1,768
Lada	7,366	5,410
Mazda	12,182	15,165
Mercedes-Benz	6,903	7,183
Mitsubishi	11,463	16,058
PSA	40,307	44,425
Citroen	18,301	18,884
Peugeot/Talbot	22,006	25,541
Polski	15	46
Porsche	146	160
Renault	26,348	27,364
Saab	2,770	2,640
Skoda	850	302
Subaru	768	1,019
Suzuki	5,556	2,367
Toyota	15,031	15,668
VAG	30,859	31,794
Volvo	12,667	13,292
Zastava	765	533
Total	333,213	331,184

SWEDEN
Cars

	9 mos., 1982	9 mos., 1981
Alfa Romeo	415	351
BL	17	42
BMW	2,663	2,040
Daihatsu	982	690
Datsun	4,130	3,142
Fiat Auto	3,114	2,601
Ford	15,615	15,569
General Motors	15,155	11,805
Honda	3,137	2,818
Lada	2,118	2,309
Mazda	7,244	7,054
Mercedes-Benz	4,248	4,400
Mitsubishi	1,020	1,392
Peugeot SA	3,947	4,795
Citroen	1,718	1,689
Peugeot/Talbot	2,229	3,106
Porsche	127	84
Renault	1,732	1,859
Saab	21,333	18,933
Skoda	323	246
Subaru	243	—
Toyota	5,782	4,393
VAG	18,865	16,008
Volvo	38,840	34,590
Others	18	13
Total	151,068	135,134

FRANCE
Cars

	8 mos., 1982	8 mos., 1981
Alfa Romeo	20,306	15,865
BL	19,693	15,445
BMW	23,791	15,634
Datsun	11,604	9,526
Fiat Auto	67,280	53,004
Ford	79,844	63,705
General Motors	32,232	20,718
Honda	6,922	3,971
Lada	15,859	11,956
Mazda	11,043	7,577
Mercedes-Benz	12,000	10,841
Mitsubishi	2,700	1,876
Peugeot SA	416,380	404,043
Citroen	172,171	176,102
Peugeot/Talbot	244,209	227,941
Polski	1,156	1,024
Porsche	976	804
Renault	510,235	478,713
Saab	163	250
Skoda	2,557	2,548
Toyota	8,145	7,821
VAG	83,739	77,623
Volvo	7,145	6,548
Zastava	460	822
Total	1,334,253	1,210,465

JAPAN
Cars

	8 mos., 1982	8 mos., 1981
Daihatsu	49,265	53,081
Fuji	48,697	41,182
Honda	149,437	110,612
Isuzu	37,887	42,224
Mitsubishi	157,882	162,802
Nissan	540,499	524,428
Suzuki	47,939	41,437
Toyo Kogyo	159,083	140,626
Toyota	761,677	704,908
Imports	23,263	26,093
Total	1,975,629	1,847,393

Trucks, Buses

Daihatsu	167,215	154,046
Fuji	118,679	88,106
Hino	24,709	26,765
Honda	93,551	95,039
Isuzu	81,229	82,560
Mitsubishi	180,385	178,699
Nissan	194,862	230,199
Nissan Diesel	12,068	13,974
Suzuki	240,843	231,105
Toyo Kogyo	96,683	111,135
Toyota	238,637	275,541
Imports	1	—
Total	1,448,862	1,487,293
Total vehicles	3,424,491	3,334,686

Production overseas

FRANCE—Cars

	9 mos., 1982	9 mos., 1981
Peugeot SA	924,183	941,681
Citroen	376,397	393,018
Peugeot	391,052	402,778
Talbot	156,734	145,885
Renault	1,030,596	942,757
Total	1,954,779	1,884,438

Trucks, Buses

CBM	77	67
Peugeot SA	99,933	122,780
Citroen	20,590	34,461
Peugeot	69,723	77,888
Talbot	9,620	10,431
Renault	167,123	168,766
Sovam	70	97
Unic	4,110	6,900
Total	271,313	298,607
Total vehicles	2,226,092	2,183,045

SPAIN—Cars

	8 mos., 1982	8 mos., 1981
Citroen	62,397	38,509
Fasa-Renault	190,313	181,658
Ford	153,835	159,217
Seat	152,680	133,211
Talbot	34,383	41,935
Total	593,608	554,530

Trucks, Buses

CAF	146	1,008
Citroen	24,823	18,531
Enasa	8,200	8,011
Fasa-Renault	18,998	19,670
Ford	4,852	3,335
Hispavinsa	2,160	1,989
Land-Rover	8,119	10,054
Mercedes-Benz	7,883	9,135
Motor Iberica	11,755	12,920
Seat	1,310	910
Total	88,246	85,563
Total vehicles	681,854	640,093

JAPAN—Cars

	8 mos., 1982	8 mos., 1981
Daihatsu	85,283	102,631
Fuji	129,721	124,021
Honda	567,779	449,356
Isuzu	76,926	86,594
Mitsubishi	396,588	410,447
Nissan	1,181,716	1,205,394
Suzuki	61,264	62,620
Toyo Kogyo	552,275	558,325
Toyota	1,490,922	1,483,091
Total	4,542,474	4,592,479

Trucks, Buses

Daihatsu	219,811	218,696
Fuji	193,212	171,993
Hino	43,040	46,308
Honda	98,364	101,126
Isuzu	194,025	219,825
Mitsubishi	257,179	304,362
Nissan	402,467	477,603
Nissan Diesel	24,869	29,387
Suzuki	324,050	306,323
Toyo Kogyo	189,919	231,030
Toyota	609,615	668,290
Others	598	438
Total	2,557,149	2,775,381
Total vehicles	7,099,623	7,367,860

UNITED KINGDOM—Cars

	7 mos., 1982	7 mos., 1981
BL	250,358	251,409
Austin Rover	230,577	238,457
Jaguar	12,320	7,317
Land Rover	7,461	5,635
Carbodies	852	—
DeLorean	1,287	1,760
Ford	201,177	199,199
Lotus	350	194
Reliant	51	66
Rolls-Royce	1,627	1,703
Talbot	25,155	69,221
TVR	70	106
Vauxhall	63,799	40,501
Others	342	346
Total	545,068	564,505

Trucks, Buses

Bedford	32,326	29,329
BL	48,128	48,375
Austin Rover	18,034	15,365
Land Rover	21,411	23,761
Leyland	8,683	9,249
ERF	1,139	N/A
Foden	434	333
Ford	71,351	49,372
Hestair Dennis	471	521
Karrier	4,075	5,039
Metro-Cammell-Weymann	190	408
Seddon Atkinson	1,006	812
Others	335	463
Total	159,455	134,652
Total vehicles	704,523	699,157

Toyota expands its range of minivans

Toyota has added the Master-Ace series to its line of Ace passenger vans. The entire Ace line has been rebodied, with the new models featuring much larger windshields, and neatly faired-in bumpers. The vans are available with 1.3, 1.6 or 1.8-liter gasoline engine or 1.8-liter diesel.

Toyota rebodies Town Ace, adds a leisure van model

By John Hartley
Staff Correspondent

TOKYO. — Toyota has rebodied its Town Ace cab-over van series, and has added an extra model aimed at the leisure market — the Master Ace.

Powered by either 1.3, 1.6, 1.8-liter gasoline or 1.8-liter diesel engines, the new models have smoother styling and much larger windshields than previously.

Large polypropylene bumpers project from the body, but are neatly faired in, while the nose slopes more than previously.

Town Ace wagon models — these are eight-seaters — have neat rectangular headlamps, while the Master Ace has a four-headlamp system.

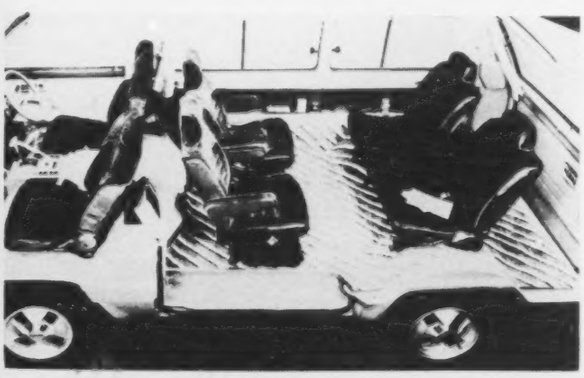
In addition to the front doors, there is a wide side door as well as the normal full depth rear door. However, since the front doors are partly over the wheelarches, the actual door opening is still fairly small.

Mechanically, Toyota has done a lot to improve performance. First, there are coil springs with four-link location at the rear axle instead of semi-elliptic leaf springs. Then, power steering in which the power assistance reduces as engine speed increases is available. Steering is very light for parking, but not too light for high-speed maneuvers. The automatic transmission is Toyota's four-speed version. Inside, there is an extra heater for the passengers in the rear.

As is normal with the latest versions of these vans, some models, such as the Town Ace Wagon Royal have very luxurious interiors. The four armchairs in the rear can be adjusted for comfort, and the front row can be turned around so that they face the rear row. Also, the seats on some models can be arranged to form beds.

Toyota plans to sell 8,000 units a month in Japan, split between 3,000 Town Ace vans and trucks; 3,000 Town Ace wagons, and 2,000 Master Aces.

Exports to Europe and Australia are due to start at the end of the year.



Toyota's luxury minivan

Cutaway shows off nifty interior of Toyota's Town Ace Wagon Royal, featuring four armchairs that can be adjusted for comfort. The front seats can be turned to face the rear seats and, on some models, the seats convert to beds.

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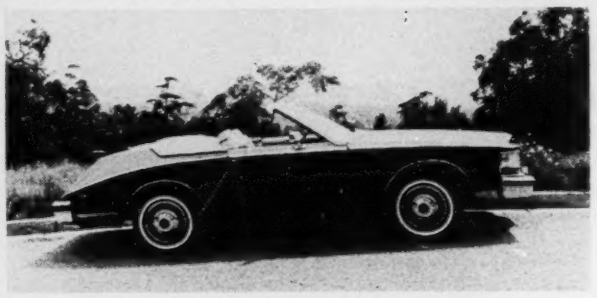

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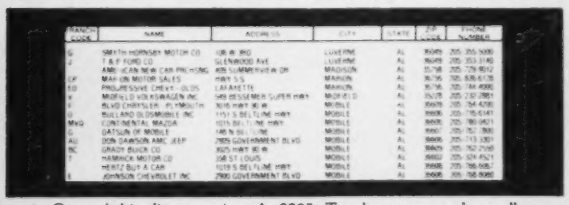

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Predicasts forecasts 11 pct. annual increases

Continued growth seen for truck aftermarket

CLEVELAND. — The U. S. market for truck and bus replacement products is forecast to grow at a rate of nearly 11 percent a year, reaching more than $23 billion in 1995, according to a study by Predicasts Inc.

The market research firm says manufacturers' shipments of truck aftermarket parts, accessories and chemicals grew from $1.1 billion in 1967 to $4.9 billion in 1980. This growth reflected rapidly rising light truck registrations, steady heavy-duty vehicle registrations growth, an aging vehicle population, the trend toward preventive maintenance on long haul commercial vehicles and higher inflation rates since 1973.

Despite a slowing of future truck registrations (2.7 percent annually versus 6 percent between 1967 and 1980), truck aftermarket shipments will increase at a 10.9 percent annual rate, as a result of rising vehicle usage and a rapidly rising commercial vehicle population. Total shipments are forecast at $23.2 billion in 1995. Specifically, Predicasts sees shipments increasing 12.2 percent annually through 1985 and slowing to 10.3 percent annually thereafter, as inflation slows.

The study suggests that vehicle and engine design changes, vehicle mix changes and rising vehicle operating costs will alter the historic growth rates of many product groups. For example, the slowing of personal use vehicle registrations will adversely affect shipments of chemicals, batteries, brake parts and exhaust system parts. On the other hand, shipments of engine system parts, transmission parts and drivetrain products will benefit from a rising commercial vehicle population and the trend toward preventive maintenance.

Although heavy-duty trucks (Classes 7 and 8) and buses account for 6 percent of the total truck and bus population, they command a substantial 35 percent of total aftermarket shipments because of their high usage rate (over 50,000 miles per year) and growing preventive maintenance programs among owners of heavy-duty vehicles. Predicasts says heavy-duty vehicles consume nearly eight times the amount of truck replacement products (on a dollar basis) as light-duty trucks.

An important determinant of truck aftermarket demand is inter-city freight movement, and motor trucks account for about 25 percent. Motor trucks are expected to continue expanding their share of this market, accounting for 28 percent of the freight transportation market in 1995, when truck transport is forecast to amount to 1.1 trillion ton miles.

Predicasts says commercial truck operators are more concerned with the costs of vehicle downtime and problem diagnosis, rather than the actual costs of replacement products and labor. This concern has led to the establishment of extensive preventive maintenance programs which positively impact the aftermarket.

For instance periodic replacement is made on many parts such as filters, lubrifiners and oil. In addition periodic inspections are performed on engines and drive trains.

Of the $23.2 billion truck and bus aftermarket in 1995, nonelectrical parts will be the largest, accounting for 72 percent. Electrical parts will amount to $3.8 billion, and accessories and chemicals will total $2.6 billion, Predicasts expects.

U. S. TRUCK AND BUS AFTERMARKET

	1967	1980	1995	% Annual Growth Historic	Projected
Truck/Bus Registration (million $)	16.5	35.0	52.5	6.0	2.7
Light-Duty Registration	15.2	32.8	49.0	6.1	2.7
Heavy-Duty Registration	1.3	2.2	3.5	4.1	3.1
Truck/Bus Aftermkt. Shpts. (million $)	1112.9	4902.3	23150	12.1	10.9
Nonelectrical Parts	791.2	3430.7	16715	11.9	11.1
Electrical Parts	136.3	660.0	3845	12.9	12.5
Accessories/Chemicals	185.4	811.6	2590	12.0	8.0

Source: Predicasts Inc.

Chrysler diesel school moves to larger quarters

WARREN, Mich. — Chrysler Institute, the training arm of Chrysler Corp., opened its newly relocated MoTech Diesel and Heavy-Duty Mechanic School Dec. 1 to train tuition students for jobs in diesel technology.

The school, operated by Chrysler Learning, Inc., a subsidiary, moved from Lyndon Avenue in Detroit to its new East Eight Mile site here to "gain space for expansion to accommodate increasing enrollments," according to Eugene P. Jacoby, director of Chrysler Institute.

"The new location provides us with 38,000 square feet on more than four acres," Jacoby said. "The facility is fully equipped for our training purposes, and public transportation to the door makes it easily accessible."

Chrysler Institute established the tuition school in 1981. The 40-week program evolved from a $1.5-million contract with the City of Detroit in 1980 to help meet the city's need for qualified mechanics to keep buses, fire trucks and other heavy-duty vehicles in running order.

Basis of the Detroit program was a Skills Improvement Program which Chrysler Institute launched in 1979.

Donald L. Maxwell, manager of Automotive and Industrial Training for Chrysler Institute, has responsibility for the school.

Maxwell said the MoTech program includes 1,200 hours of training on diesel engines, chassis and electrical systems and heavy-duty transmissions.

The school is licensed by Michigan, accredited by the National Assn. of Trade and Technical Schools (NATTS), approved by the Veterans Administration and to serve Vocational Rehabilitation clients and Social Security recipients.

It also is recognized by the Comprehensive Employment and Training Act (CETA). Job placement assistance is available.

Current enrollment of more than 100 includes 25 CETA-funded trainees under a contract with the City of Detroit that was launched Dec. 1.

The new site, formerly occupied by the Place Machine Division of Budd Co., will also house Chrysler Institute's Transmission Program that trains tuition students funded by the Michigan Commission for the Blind.

VW-Mazda dealership moves to bigger store

MESA, Ariz. — A ribbon-cutting, clowns, free refreshments and special car discounts were featured in the grand opening ceremonies for Berge Mazda-Volkswagen at its new dealership here.

Bill Furano, general manager, said the dealership moved because more room was needed.

Room for more students

Eugene P. Jacoby, right, director of Chrysler Institute, hands over the keys to the new Warren (Mich.) MoTech Diesel & Truck Mechanic School to L. R. Knowlton, manager. The tuition school, operated by Chrysler Learning, Inc., moved from Detroit's west side to gain space for increasing enrollments.

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Modest recovery forecast for auto industry in 1983

New car sales in the U.S. will climb 10 percent to 8.6 million

By Edward Lapham
Financial Editor

DETROIT.—Next year should bring some recovery to the U. S. auto industry, but not to the degree needed for a real boom.

U. S. new car sales in 1983 will total about 8.61 million units, up 10.4 percent from 7.8 million units in 1982, according to the AUTOMOTIVE NEWS WORLD OUTLOOK (ANWO).

The reason for the listless outlook continues to be the anemic U. S. economy which has deferred a recovery through all of 1982.

ANWO, a joint venture between AUTOMOTIVE NEWS and Data Resources Inc. (DRI), projects the recovery will be gradual, with an annual sales rate below 8.1 million units in the first quarter, nearly 8.4 million in the second quarter, but not cracking the "9 barrier" until the industry achieves a 9.2 million-unit car sales rate in the fourth quarter.

"The economy remains trapped in recession as 1982 draws to a close," declares DRI chairman Otto Eckstein. "Hopes for economic recovery must now be focused on 1983."

Eckstein says cutbacks in employment, industrial production, capital spending plans and orders, as part of an inventory correction process, "have prompted a significant downward revision" in the recovery for a forecast.

"Signs of economic recovery continue to be elusive," he says. "Consumer response to the July tax cut is unenthusiastic to date, and the deterioration of the trade balance is chronic. Real GNP shows no significant growth in the fourth quarter."

Eckstein, a Harvard University professor and member of President Johnson's Council of Economic Advisors, is encouraging about long-term prospects, however. "Lower interest rates and subdued inflation provide the foundations for a sustained recovery once the inventory correction is completed," he says.

The ANWO forecast projects a moderately improving GNP through 1983, with a total annual increase of 2.2 percent. The 1984 growth in real GNP is projected at 4.4 percent.

In 1983 the automotive sector of the economy will plod along in step with the economy again.

Although the automotive outlook throughout 1982 was downgraded each quarter by ANWO, in conjunction with lower economic expectations, one aspect has remained relatively unchanged: Auto import penetration still is expected to decline.

Domestic penetration, estimated at 72.34 percent in 1982, will grow to 73.52 percent in the first quarter, and increase gradually to a fourth quarter share of 75.61 percent, making an annual penetration of 74.58 percent. Domestic penetration in 1984 is expected to be about 76.65 percent.

Timothy Kula, DRI district manager in Detroit, says the improvement in domestic penetration is almost by default. "We assume the Japanese once again will dissipate strong protectionist sentiment in the U. S. by voluntarily rolling over the import restraints for another year," Kula says.

"Japanese car sales in the U. S. should top off at a 1.68 million rate until April, 1984 after which we believe there will be some kind of agreement which will allow Japanese imports to increase along with sales at a set penetration."

ANWO also projects a shift in U. S. car market segmentation through the forecast period. Full-size and intermediate models will account for about 62 percent of total industry sales in 1982 and again in 1983 but will fall to about 47 percent in 1984, according to the forecast.

"There are two kinds of action here," Kula notes. "There are actual shifts in segmentation as well as changes in segment volumes. The segmentation shifts are from new model entries while the changes in segment volumes reflect a change in buyer preferences.

"Much of the change relates to the real price of gasoline. Real gas prices actually declined in 1982. We see slight growth in real gas prices in '83, including the gas tax increase, and in 1984 a substantial increase," he says.

Light-truck retail deliveries, which surged in mid-1982, are expected to finish the year at about 2.27 million units and slowly gain momentum through next year for a 1983 annual sales tally of 2.54 million units.

The gradual growth in sales rate will continue through 1984, according to ANWO, with a 1984 sales tally of more than three million units.

Heavy-duty truck sales also will have a moderate recovery, according to the forecasts. Sales for 1982 are about 210,000, rising to 250,000 in 1983 and 280,000 in 1984.

"There will be at best a moderate recovery in demand," says Jim Hendrix, DRI trucking ser-

Continued on Page E-36

AUTOMOTIVE NEWS WORLD OUTLOOK

GENERATED BY DATA RESOURCES INC.

U. S. Macroeconomic Outlook	Year 1982	1983 First Quarter	1983 Second Quarter	1983 Third Quarter	1983 Fourth Quarter	Year 1983	1984 First Quarter	1984 Second Quarter	1984 Third Quarter	1984 Fourth Quarter	Year 1984
% change gross national product—1972 dollars	-1.73	2.35	3.49	4.29	4.22	2.20	3.80	5.25	5.05	4.53	4.40
Index of production workers wages	2.92	3.02	3.07	3.12	3.16	3.09	3.21	3.26	3.31	3.37	3.29
Consumer price index (all urban)—all items	2.89	2.99	3.02	3.06	3.10	3.04	3.15	3.19	3.24	3.28	3.22
Unemployment rate—all civilian workers	9.66	10.44	10.14	10.02	9.74	10.08	9.52	9.10	8.75	8.40	8.94
Index of consumer sentiment	0.67	0.67	0.69	0.70	0.72	0.69	0.69	0.73	0.75	0.76	0.73
Housing starts, private including farm—total	1.04	1.26	1.36	1.48	1.53	1.41	1.57	1.62	1.70	1.76	1.66
Index of real gasoline prices (1981 4th qtr.=1)	0.93	0.97	0.97	0.97	0.98	0.97	1.01	1.03	1.04	1.05	1.03
U. S. Financial Outlook											
Prime rate on short-term business loans	14.77	10.90	11.39	12.00	12.36	11.66	12.59	11.90	11.58	11.37	11.86
Finance rate on consumer auto loans	16.79	15.80	14.84	14.11	13.98	14.68	14.02	13.96	14.04	14.10	14.03
Real new-issue rate	5.55	3.35	3.43	3.49	3.53	3.45	3.80	4.04	4.28	4.31	4.11
Real short-term interest rate	6.32	3.54	3.63	4.49	4.53	4.05	4.52	3.90	3.08	3.11	3.65
Personal savings as % disposable income	13.82	13.31	13.53	15.83	15.85	14.63	15.64	15.09	15.53	15.91	15.54
Ratio of corporate profits to GNP	5.72	5.67	5.79	5.90	6.09	5.88	6.18	6.36	6.45	6.61	6.40
Ratio of fixed investment to GNP	11.30	10.28	10.17	10.16	10.16	10.19	10.24	10.31	10.38	10.44	10.34
U. S. Automotive Outlook											
Total new passenger car retail sales—units	7.80	8.09	8.38	8.78	9.21	8.61	9.23	9.62	9.96	10.18	9.75
Domestic share %	72.34	73.52	74.24	74.93	75.61	74.58	75.66	76.49	77.05	77.41	76.65
Fuel efficient units	2.96	—	—	—	—	3.27	—	—	—	—	5.18
Full size & intermediate units	4.83	—	—	—	—	5.34	—	—	—	—	4.57
Import share %	27.66	26.48	25.76	25.07	24.39	25.42	24.34	23.51	22.95	22.59	23.35
Dealer deliveries—light trucks—units	2.27	2.25	2.46	2.66	2.77	2.54	2.80	3.04	3.11	3.21	3.04
Dealer deliveries—Class 6-8 trucks—units	0.21	0.25	0.25	0.25	0.26	0.25	0.25	0.28	0.29	0.31	0.28

WORLD AUTOMOTIVE OUTLOOK

	1980	1981	1982	1983	1984	1985	1986
Total World Car Production	27.434	26.521	25.101	27.805	30.735	31.904	32.365
European Economic Community	9.109	8.700	8.846	9.058	9.805	9.594	9.720
Western Europe	1.319	1.179	1.335	1.496	1.633	1.766	1.800
USSR and Eastern Europe	2.170	2.301	2.401	2.562	2.670	2.781	2.899
Total Europe	12.598	12.180	12.582	13.116	14.108	14.141	14.419
North America	7.209	7.303	5.819	7.219	8.189	8.739	8.640
Latin America	1.573	1.267	1.230	1.435	1.794	2.220	2.206
Oceania	0.517	0.597	0.632	0.690	0.711	0.759	0.780
Asia	7.257	7.257	6.782	7.399	8.005	8.143	8.513

EUROPEAN NEW CAR REGISTRATION OUTLOOK

	1979	1980	1981	1982	1983	1984	1985	1986
AUSTRIA								
Total New Car Registrations	0.214	0.227	0.199	0.190	0.208	0.275	0.271	0.292
Total New Car Production	—	—	—	—	—	—	—	—
BELGIUM								
Total New Car Registrations	0.429	0.399	0.351	0.372	0.399	0.409	0.400	0.408
Total New Car Production	0.275	0.173	0.200	0.232	0.225	0.225	0.213	0.213
FRANCE								
Total New Car Registrations	1.979	1.873	1.835	1.985	2.075	2.261	2.045	2.100
Total New Car Production	3.220	2.939	2.612	2.587	2.610	2.812	2.665	2.718
ITALY								
Total New Car Registrations	1.431	1.715	1.735	1.665	1.601	1.850	1.724	1.715
Total New Car Production	1.480	1.442	1.254	1.393	1.420	1.544	1.583	1.591
WEST GERMANY								
Total New Car Registrations	2.623	2.426	2.330	2.086	2.320	2.695	2.667	2.712
Total New Car Production	3.923	3.521	3.578	3.637	3.851	4.181	4.141	4.193
SWEDEN								
Total New Car Registrations	0.215	0.193	0.189	0.201	0.207	0.231	0.215	0.221
Total New Car Production	0.296	0.235	0.258	0.298	0.331	0.368	0.360	0.367
UNITED KINGDOM								
Total New Car Registrations	1.718	1.514	1.485	1.492	1.625	1.710	1.644	1.657
Total New Car Production	1.070	0.916	0.943	0.887	0.872	0.934	0.892	0.903

EUROPEAN NEW TRUCK REGISTRATIONS OUTLOOK

	1979	1980	1981	1982	1983	1984	1985	1986	1987
BELGIUM									
Total New Truck Registrations	0.035	0.030	0.026	0.027	0.027	0.028	0.030	0.030	0.030
Total New Truck Production	—	—	—	—	—	—	—	—	—
FRANCE									
Total New Truck Registrations	0.307	0.315	0.325	0.348	0.301	0.315	0.323	0.314	0.308
Total New Truck Production	0.388	0.437	0.405	0.386	0.366	0.390	0.405	0.401	0.403
WEST GERMANY									
Total New Truck Registrations	0.213	0.222	0.197	0.166	0.175	0.196	0.210	0.208	0.199
Total New Truck Production	0.381	0.447	0.393	0.348	0.348	0.381	0.413	0.417	0.415
ITALY									
Total New Truck Registrations	0.139	0.147	0.149	0.145	0.135	0.141	0.152	0.148	0.144
Total New Truck Production	0.146	0.158	0.168	0.156	0.161	0.167	0.171	0.170	0.169
NETHERLANDS									
Total New Truck Registrations	0.047	0.046	0.041	0.041	0.042	0.044	0.046	0.044	0.044
Total New Truck Production	0.015	0.018	0.012	0.009	0.013	0.014	0.015	0.015	0.015
SPAIN									
Total New Truck Registrations	0.086	0.086	0.080	0.082	0.086	0.088	0.088	0.092	0.100
Total New Truck Production	0.133	0.130	0.113	0.126	0.125	0.127	0.125	0.125	0.132
SWEDEN									
Total New Truck Registrations	0.016	0.019	0.017	0.017	0.016	0.017	0.019	0.019	0.018
Total New Truck Production	0.050	0.055	0.050	0.052	0.049	0.053	0.058	0.060	0.059
UNITED KINGDOM									
Total New Truck Registrations	0.291	0.256	0.209	0.212	0.199	0.232	0.250	0.254	0.261
Total New Truck Production	0.384	0.367	0.214	0.246	0.236	0.262	0.277	0.279	0.281

Note: Units stated in millions. Totals may not add due to rounding.

Continued restraints much on minds of Japanese importers

They expect a modest rebound in total U. S. new-car sales during the next 12 months

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — Despite restrictions that limit the number of cars Japanese manufacturers can sell in the U. S., import executives see an upturn in the total U. S. market during 1983.

The sales rebound will be modest, according to projections by Japanese import firms, who concede there probably will be a third straight year of restraints imposed by the Japanese government. Local content also is shaping up as a hot issue in 1983, they say.

"The overall market will be a lot better by comparison to this year," according to Norman D. Lean, senior vice president and chief operating officer of Toyota Motor Sales. "This year will finish at 7.8 million cars," he says, predicting the industry is "looking to do 9.1 to 9.2 million next year."

Whether the industry can hit the 9-million-unit rate early in the year depends on the types of programs in place, Lean says.

"If they keep up advertising incentives and introduce new models, we'll move into it quite quickly." He says "subsidized finance rates" offered by manufacturers are working well: "Anything that effectively reduces the monthly payment will move cars."

There will be a payback, however, "if they stop the programs too quickly," Lean says, explaining that the trick will be "to phase them (incentive programs) out gradually as demand increases." As a result, many of the incentive programs may continue through the first quarter, then slowly be dropped as the spring market picks up steam.

In addition, prices should tend to moderate. "We've got to hold the line on that (prices)," Lean says. "We demonstrated it with Tercel." The new Tercel's price has been kept the same despite a reskinning of the car, and Lean says it is the company's fastest moving line.

Next year promises to be good for the small truck market, according to Lean. "The small truck deal is really wild," he says, predicting industry sales may go as high as 1 million units next year.

Lean does not see Japanese import restraints going away, but feels they have done little to help the domestic industry. "We don't like it. It's a placebo for some, but headaches for us and our dealers," he says, adding that it's likely to continue a third year. In a non-restricted environment, Lean estimates Toyota would be running about where it was two years ago when car and truck sales were about 800,000 units.

• For 1983 Charles P. King, Nissan Motor Corp. U.S.A. vice president - sales, sees a total U. S. car market of 9 million units, with domestic models taking 6.5-million and imports 2.5 million.

"Our objectives for the 1983 model year embrace sales targets of 475,000 cars and 125,000 trucks for a total of 600,000 units," King says. The company expects to finish 1982 with sales of 452,000 cars and 97,000 trucks.

The rebound in the U. S. car market will be gradual, King believes, although he expects a robust rate of growth in the Gross National Product (GNP) by the end of 1983. According to King, GNP should be increasing at a three to four percent rate by the fourth quarter.

For the auto industry to recover, however, King says consumer confidence has to be rekindled, and the key to that is interest-rate stability. "Interest rates have to get to 10 or 11 percent and stabilize," King says. He calls subsidized finance rates offered to consumers "a success," and expects them to continue through the first quarter, then possibly be dropped in the spring. He adds a drop in sales is possible when incentive programs are eliminated.

Further down the road, King sees both domestic and import sales climbing, and that by 1985 American auto makers can expect sales of 8.4 million cars and importers a record 3 million.

• Cliff Schmillen, American Honda vice president - auto sales, is less optimistic. "It's not going to be better than this year," he says of the market. "Sometime late next year, the economy will turn around." The modest recovery will bring a slight increase in car sales, he says.

For 1983 Honda's quota is 348,000 units, although Schmillen says the company expects a 10 percent increase in sales as its new Ohio plant builds up steam on Accord sedans. Approximately 35,000 are expected to be produced there next year and by early 1984, Schmillen projects, the plant will be operating at its 150,000-unit capacity.

U. S. output will allow the company to expand imports of other model lines, most notably Prelude. The sporty coupe is scheduled for overhaul midway through 1983 and the U. S.-built Accord will allow Honda to hike monthly shipments of the new Prelude 50 percent from 3,000 to 4,500 per month. "It (the new Prelude) will account for approximately 15 percent of our model mix," Schmillen says.

The City minicar is unlikely to appear in the U. S. in the near future. "They're selling every City they can in Japan," Schmillen says. "We won't get it here." Although he would like to sell the minicar in the U. S., Schmillen hints "something better will come along later."

Modest growth beginning next spring is the outlook offered by John C. Reilly, senior vice president and general manager of American Isuzu. "I think the total overall market will pick up some in May or June," he says. "I don't think it will be anything dramatic." He figures buyers most likely will be those replacing worn out cars.

The gradual upswing will result in total sales of 8.8 to 9 million cars in 1983, according to Reilly. The recovery, in light of upcoming political elections, will continue in 1984 with the total U. S. market posting sales of 9.4 to 9.5 million cars, he predicts.

Vehicle price is a hurdle that has to be overcome in order for the car market to rebound, Reilly notes. "It's a price-sensitive market," he says. "I think rebates will go away, but subsidized interest rates will stay through the first quarter." Although the interest programs have been successful, Reilly doesn't see consumer loan rates falling much, which "could hinder the recovery."

Another area of concern for Isuzu is diesel sales. Reilly attributes the bottoming out of the diesel market to two factors: The narrowing spread between gasoline and diesel fuel prices, and the highly publicized problems with General Motors diesels.

Reilly thinks diesels could come back quickly given an increase in the spread of gasoline and diesel fuel prices or a fuel crunch generated by a recovery in the world's economy.

In 1982 diesels represented approximately 65 percent of Isuzu's model mix. Reilly sees that settling at about 50 percent next year. While diesel sales have softened, Isuzu has experienced a 45 percent increase in small truck sales and is looking to sell 25,000 next year, 25 percent more than this year's total of 20,000. "S-10 and Ranger (GM and Ford products) have taken a dramatic share of the market," Reilly says. "The question is whether they will maintain it. If quality is good, they stand a good chance."

Next May Isuzu's car line will be bolstered by addition of an Impulse 2+2 sport coupe. "We'll be able to generate excitement with Impulse, mainly because it is all new," Reilly says. He expects monthly shipments of 1,400 to 1,500.

Newest entry in the U. S. market, Mitsubishi Motor Sales of America (MMSA), is locked into a 30,000-unit level for passenger cars because of the restrictions. However, Richard Recchia, executive vice president and chief operating officer, feels the total U. S. market may increase by several percentage points during 1983.

"There won't be a sudden surge," he says, adding that the lower prime rate "won't be felt until next spring. We should be back at a decent rate (of sales) by next fall, but it won't be anything to write home about."

Recchia sees at least an 18 month climb back to where the market should be and feels winter weather will keep sales down in the short term.

Subsidized financing programs, should they expire before the market has recovered, also will have an effect on limiting the sales rebound. "It's taken us a long time to educate the public on prime rate," Recchia says. "Now that they've gotten the message, those who haven't taken advantage of the 9.9 or 10.9 financing are going to sit back and wait."

• For Subaru of America 1983 will be a status quo year for car sales. Tom Gibson, senior vice president - sales, expects them to reach the same level as 1982, about 144,000 to 150,000 units, due to import restrictions.

Gibson expects the company's parts and service business to expand, however, while Subaru Financial continues to develop and wholly owned distributors continue to generate a profit.

For the overall auto market in the U. S., Gibson projects 1983 at 9 million units with most of the gain realized by domestic makes; he expects a 2.2 million year for imports.

Gibson does not foresee retail interest rates "tumbling down" rapidly, but declining gradually. The prime interest rate, he anticipates, will stay down until next spring, then go up, but not to record levels of the past two years.

Outlook

Continued from Page E-4

vices director. "There should be a little sharper recovery in production, however.

"Inventories have dropped to very low levels and once the recovery begins there will be bigger line rates, which will result in slight accumulations."

Hendrix believes '83 will be moderate "because vehicle utilization stays low" throughout the year.

"Excess fleet will be used to pick up tonnage for most of '83," he says. "That will take a large hunk out of final demand for new vehicles."

European

Continued from Page E-35

says, without citing numbers. "We're asking those who are not committed to part friends."

Meetings have been held to keep dealers informed of the situation, and Brown says flatly, "We're operating for survival and the dealers should know."

Rumors have circulated about various alternatives for Fiat including a new distribution system by independent distributors, but Brown says he has no knowledge of this.

• With sales running 110 percent over 1981, Graham W. Whitehead, president of Jaguar Rover Triumph, has reason to be pleased. He expects to finish 1982 with 9,500 Jaguar sales and looks for 11,000 in 1983.

Since the company dropped the MG, Triumph and Rover lines in the U.S., Jaguar sales have boomed, and Whitehead fully expects the luxury car market (around 440,000 total sales in '82) to increase slightly in 1983.

While he "hates forecasting," Whitehead says indications are for a general upturn in the market, "but for Jaguar it is time to devote more effort to improved service programs and distribution. It's a year to grow, but also to attend to other matters."

For Peugeot 1983 appears to be a year it may reach 20,000 units, according to Pierre Lamaire, president of the import firm, which will finish 1982 about 2,500 units below its original projection of 17,000. Lemaire noted this was "directly connected to the decline in the diesel market" in the U.S.

Lemaire calls it a "stabilization" of the market after a boom in diesel demand, and for '83 Peugeot will put more emphasis on gasoline models. Scheduled for introduction in 1983 is a 505 station wagon in turbodiesel and gasoline versions.

Anthony Aldarelli, general sales manager, believes the drop in diesel sales probably worked to the company's advantage for the long run by turning the company's attention to the gasoline models.

Lemaire forecasts total auto sales in the U.S. of 9 million in 1983 with "domestic car makers getting the greatest benefit."

With new Porsche and Audi models coming next year, Peter Fischer, vice president and general manager of Volkswagen of America's Porsche-Audi Division, sees a 10 to 12 percent increase for the combined marques in '83.

But the real jump will come in the Porsche line for which Fischer projects a 40 percent increase to 20,000 units.

Fischer expects the division to finish 1982 with around 60,000 units, 46,000 of them Audis. He sees Porsche reaching 20,000 units and Audi 47,000 in 1983, "primarily because of the phase-in of the replacement for the Audi 5000."

Also in store for 1983 is added production of the Porsche 944 and the introduction of the 928S and 911 Cabriolet.

Fischer concurs that the "spark has gone out of the diesel," but believes there is a place for it at Audi which will continue to offer it "with some adjustments in mix."

Next year promises to be another of growth for Saab-Scania of America. Robert J. Sinclair, president, forecasts 22,000 sales in '83, up from 18,000 this year, which represents a 28 percent increase over 1981.

A pressing task for '83 will be continued development of the dealer organization, particularly in service. Sinclair notes it is "good now, but has to develop in line with the projected car sales."

The company also will concentrate on developing sales on the West Coast, but is not looking to increase the number of dealers to a great extent, according to Sinclair.

Sten O. Helling, vice president—sales, says Saab's growth "will be a function of the growth of the demographic group it is in." This is projected to grow to 322,000 units in 1983, up 38 percent over 1982.

Saab has an even balance of turbo and normally aspirated car sales which Sinclair says is important "because we do not want to be too specialized."

A goal for '83, as in the past several years, is to increase sales per dealership. Sinclair notes that when he took the helm of the company, average per-dealer sales were four cars a month and is now six.

• In 1983, for the first time, Volvo of America will hit 70,000 sales, and Bjorn Ahlstrom, president, expects 1983 to be another strong demand year with sales reaching 75,000 to 78,000.

The new 760 model has generated excitement and while probably fewer than 10,000 will be available in 1983, Ahlstrom sees it as having an effect on the entire line.

The company forecasts between 9 and 10 million industry sales in the U.S. next year with most of the upswing going to domestic manufacturers.

Joseph L. Nicolato, senior vice president — car operations, says '83 is a year Volvo would like to see its dealers involved in all aspects of the business including leasing, financing and insurance.

Ahlstrom does not expect Volvo's dealer network of 410 to expand in '83, but plans on growth in sales per outlet.

factories list auction dates

Chrysler Corp.

Dec. 14—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo. Golden Gate Auto Auction, Fremont, Calif., and NuCarPrep System, Santa Fe Springs, Calif.

Dec. 15—Southern Auto Auction, Warehouse Point, Conn.; Sand Mountain Auto Auction, Boaz, Ala.; Columbus Fair Auto Auction, Obetz, O.; Minneapolis Auto Auction, Plymouth, Minn., and South Seattle Auto Auction, Kent, Wash.

Dec. 16—Northway Exchange, Clifton Park, N. Y. and Greater Albuquerque Auto Auction, Albuquerque, N. M.

Dec. 17—Concord Auto Auction, Acton, Mass.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Dec. 21—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich., and Golden Gate Auto Auction, Fremont, Calif.

Dec. 22—Dallas Auto Auction, Grand Prairie, Tex.

Model breakdown
Auction Averages

	December To Date	November	October
1982	$6,305	$6,961	$7,962
1981	6,063	6,141	6,457
1980	5,060	4,904	5,115
1979	4,146	4,479	4,511
1978	3,258	3,424	3,493
1977	2,627	2,822	2,812
1976	2,491	2,001	2,091
1975	1,409	1,188	1,355
OVERALL Average	$4,628	$4,569	$4,513

Used car sales
Auction Averages

December to date	$4,628
Month ago	$4,612
Year ago	$4,096

Subaru honors Boch for sales record

PENNSAUKEN, N. J.—Ernest J. Boch, chairman of Subaru of New England, Norwood, Mass., set a record by selling 2,683 Subaru vehicles in a single month.

Boch is the Subaru distributor for Connecticut, Maine, New Hampshire, Rhode Island, Vermont and Massachusetts. He received a special award from Tom Gibson, senior vice president, sales and marketing of Subaru of America.

Dow Corning will market Japanese silicon fiber in U.S.

MIDLAND, Mich.—Dow Corning Corp. and Nippon Carbon Co., Ltd., Japan, have announced a test marketing agreement under which Dow Corning will be the distributor in North America for Nicalon silicon carbide fiber products manufactured by Nippon Carbon.

Dow Corning will introduce Nicalon fiber into aerospace and other high-technology industries.

Nicalon continuous silicon carbide fibers are manufactured through a unique new polymer process under development in Japan. The 10 to 15-micron-diameter fibers exhibit strengths of more than 350,000 PSI and moduli greater than 26 million PSI, Dow Corning said. Good psysical properties are retained at temperatures well in excess of 1000 degrees Centigrade.

Nicalon fibers exhibit excellent chemical resistance and are readily wet by most resins and aluminum, Dow Corning said, adding that the fibers are easy to handle and can be woven or formed by conventional techniques.

Nicalon fiber is expected to be used in plastic, metal, and ceramic matrix composites. Its high temperature resistance and ability to be wet make it especially suitable for aluminum matrix composites now being developed for aerospace applications, according to Dow Corning.

The fiber may also be used for high-temperature insulation and other fibrous products.

Gene Mota adds Pontiac

PALMER, Mass.—Gene Mota Chevrolet-Oldsmobile has added Pontiac.

used-car auction directory

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Packwood leads effort in Senate

Opposition to local content gains

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—An attempt is being mounted in the Senate to block action during the lame-duck session of Congress on the UAW-backed auto local-content bill.

Behind the effort is Senator Robert Packwood, Oregon Republican and chairman of the Senate Commerce Committee.

Hearings are scheduled before the full committee Dec. 16 and 17—the now-scheduled and theoretical end of the 97th Congress, when all bills die.

Packwood is expected to be a strong opponent of the UAW measure which he feels may create a few auto-related jobs but steal jobs from other segments including those of UAW members working on Boeing aircraft in Oregon.

He is asserting his leadership over two other members of his committee—Senator Wendell Ford, the Kentucky Democrat who chairs the Consumer Subcommittee and who is the chief sponsor of the UAW bill, and Jack Danforth, the Missouri Republican who chairs the Surface Transportation Subcommittee.

Danforth is a strong opponent of the UAW content bill and the chief sponsor of a trade reciprocity bill.

As the House prepared at press time to ram through the UAW bill — probably with an amendment geared to save American Honda which has already spent $250 million here and is now making Accords in Ohio—the Senate move is very important.

• Last week, rumors abounded that two labor-oriented Democrats, Senators Carl Levin of Michigan and Howard Metzenbaum of Ohio, were planning to add the UAW bill to a "must" bill guaranteed to slide through the Senate at the last minute.

This would present President Reagan—an opponent of protectionist legislation — with the hard choice of vetoing a bill widely advertised as a "jobs bill."

The Packwood announcement of hearings before the full Committee should at least contain the UAW bill — even if the House, as expected, passes the bill this time 'round. But the issue is certain to reappear next Congress.

At press time, positions were hardening and tempers flaring as House action neared. With 222 House sponsors—some now wavering — it appeared certain the modified UAW bill would pass.

But equal time was being allotted to the House Energy and Commerce Committee Chairman John Dingell, Michigan Democrat, and to the House Ways and Means Trade Subcommittee and its chairman, Sam Gibbons, Florida Democrat.

During the House Rules Committee debate, there was no lack of similar opinions and invective coming from those who predicted salvation of the auto industry and those who said protection merely keeps an industry noncompetitive.

The bill has already made strange bedfellows—Democratic boll weevils, conservative Republicans and the Reagan Administration lined up with true-blue liberals on one side. On the other side were other true-blue liberals and labor supporters, especially in the Northeast-Midwest belt of auto-related unemployment who support the UAW in its final salute to retiring UAW President Douglas Fraser.

The number of opponents far outweigh the supporters, but labor has the tremendous emotional appeal of unemployment in its corner. Its argument—disputed by some including the influential Congressional Budget Office—is the bill that will entice foreign auto companies to manufacture in the U. S.

Nissan, however, which has already spent $100 million at its little truck making plant outside Nashville, says if the bill is passed, it may have to abandon its plans. It is hoping Senate majority Leader Howard Baker, Tennessee Republican, will help stem any tide in the Senate.

Opposing the bill is the entire farm lobby, as well as the National Assn. of Manufacturers, the U. S. Chamber of Commerce, the Reagan Administration, NADA, the National Independent Automobile Dealers Assn., Volkswagen of America, American Honda, General Motors, Ford Motor Co. and, standing somewhat aside—American Motors/Renault and Chrysler Corp.

Although scheduled at press time, House debate may not actually start until today (Dec. 13). But the debate will be hot and heavy and the door is wide open for amendments. The week will end with equally hot and heavy debate at the Senate Commerce Committee hearings.

obituaries

Continued from Page 3

was elected a director in 1950.

He was appointed vice president of the Ford International Group in 1957, directing the company's import-export operations and relations with overseas branches, subsidiaries and associated manufacturing and sales companies.

In 1965, Mr. Bugas was named vice president and consultant.

Robert G. Timberlake

DAYTON.—Robert G. Timberlake, president and chief operating officer of Reynolds & Reynolds Co. since 1981, died Dec. 1 in a Dayton hospital where he had undergone surgery Nov. 30. He was 51. Mr. Timberlake joined the firm in 1960 as a forms salesman. He became vice president of liaison in 1972, vice president of marketing in 1973 and executive vice president in 1976.

Otto P. Henneberger

LAKEWOOD, N. J. — Otto P. Henneberger, 86, retired executive vice president of the New Car and Truck Dealers Assn. of New Jersey, died Nov. 29. He served the association as executive vice president for 25 years. He was a past president of the national Automobile Trade Assn. Managers and was also executive secretary of the Essex County (N. J.) Automotive Trade Assn. and secretary-manager of New Jersey Automobile Exhibition Co.

Francis Litherland

BROWNSBURG, Ind.—Francis Litherland, 57, chairman and president of Hoosier Auto Show and Swap Meet, died Nov. 18.

John H. Blankenship

HOUSTON. — John H. Blankenship, 64, vice president and general manager of Sam White Oldstown here for 31 years, died Nov. 19.

C. Warren Cheely

EAST POINT, Ga. — C. Warren Cheely, 64, president of Cheely Motor Co. (Volkswagen-Subaru), died Nov. 10. He formed the company in 1960 as a Volkswagen dealership and added Subaru in 1975. Mr. Cheely retired from active management in 1976.

New Jersey Senate OKs new-car lemon legislation

TRENTON, N. J. — New-car "lemon" legislation has passed the state Senate which would require auto makers to either buy back or replace a defective vehicle if four attempts were made to fix it or if the vehicle were out of service 30 days while the car is under warranty.

It now goes to the state Assembly for final consideration.

Norman Scherbert, government relations representative for General Motors, explained the bill requires the consumer to first go through a "qualified dispute settlement procedure" before the provisions of the bill take effect.

"Qualified procedure," according to Scherbert, means procedures established by manufacturers to handle consumer disputes that follow rules of the Federal Trade Commission. The bill does not disrupt the customer-dealer relationship or the manufacturer-dealer relationship, he said.

In New Jersey, there is no "lemon law" on the books. Similar legislation has passed in California, Connecticut and Kentucky.

Charles E. Walton, president of the New Jersey Automobile Dealers Assn., noted that as it is written, the dealer group has no major problem with the bill. But he termed this a compromise bill which the association and manufacturers worked to adjust in a number of ways after it was introduced.

"All parties are comfortable" with this bill, he said.

NHTSA's Peck denies charge of 'secret' talks with makers

Continued from Page 1

cess of caution" that he decided to terminate the advance notice.

Rep. Albert Gore, Tennessee Democrat, was still critical of the meetings with industry with no input from the public or other concerned industries like the insurance industry, with a delay in opening a docket and months of delay in terminating the advanced notice of proposed rulemaking.

Throughout the hearing, Peck was critical of Claybrook's charges. He countercharged that the Public Citizen report was "unacceptably erroneous" but seemed short on specifics.

Peck defended his filing with the appellate court on the time when the industry could put passive restraints in cars and said a staff report indicated an earlier date ignores changes that would have to be made to the standard, such as omitting the center front seat position.

Asked pointblank whether the decision to rescind Standard 208 (passive restraints) was "political or scientific," Peck replied it "was as scientific as any decision could be."

Responding to Claybrook's criticism of his absence at the conclusion of the Experimental Safety Vehicle meeting in Kyoto, Japan, Peck explained he was present three minutes before the scheduled conclusions but the meeting had broken up early. The reason for his lateness, he added, was because he had witnessed an air-bag demonstration at Takata Kogyo and then been delayed in traffic.

Winkler signs

Russell S. Winkler, left, signs a Chevrolet franchise agreement to become owner of Steve Winkler Chevrolet-Cadillac, Paris, Ill., as Robert F. Svendsen, Chevrolet Peoria zone manager, looks on.

Higher sales, lower output trim car stocks

Continued from Page 1

down from 49 days.

The Dec. 1 inventory was divided this way by market segment: Subcompact, 19.75 percent; compact, 24.06 percent; intermediate, 34.56 percent; standard, 15.18 percent, and luxury, 6.45 percent.

A month earlier, the inventory was divided as follows: Subcompact, 19.84 percent; compact, 23.57 percent; intermediate, 35.71 percent; standard, 14.66 percent, and luxury, 6.22 percent.

• The Dec. 1 days-supply figures by market class were:

Subcompact — Chevette, 41; EXP, 56; Pontiac 1000, 60½; Omni, 61; Eagle SX/4, 63; Escort, 63; LN7, 64; Alliance, 65; Horizon, 66; Charger, 66½; Rabbit, 67; Turismo, 67; Lynx, 72, and Spirit, 207.

Compact — Zephyr, 30; Fairmont, 36; Camaro, 38; Firebird, 52; Cavalier, 54; Reliant, 56; Cimarron, 60; Skyhawk, 64; Pontiac 2000, 65; Firenza, 66; Aries, 72; LeBaron, 80; Mustang, 87; Capri, 91, and Dodge 400, 108.

Intermediate — Cougar ('82), 29; Cougar XR-7, 30; Granada, 33; Century, 34; Cutlass Supreme four-door, 34; Thunderbird, 39; Omega, 39, Cutlass Ciera, 39; Cutlass Supreme coupe, 39; Bonneville, 42; Regal four-door, 42; Malibu, 43; Citation, 50; Regal coupe, 54; Celebrity, 55; Monte Carlo, 55; Pontiac 6000, 55; Skylark, 55½; Grand Prix, 61; Marquis, 67; Phoenix, 67; LTD, 70; Chrysler E Class, 75; Concord, 76½; Dodge 600, 93, and Eagle, 108.

Standard — Olds 88, 34; Olds 98, 45½; LeSabre, 47; Diplomat, 50; Chevrolet, 52; Electra, 53; Crown Victoria, 56; Grand Marquis, 56; Cordoba, 61; New Yorker Fifth Avenue, 62; Gran Fury, 83, and Mirada, 122.

Luxury — Eldorado, 33; Seville, 33; Cadillac, 34, Continental, 34; Lincoln, 39; Mark VI, 41; Toronado, 47½; Imperial, 62; Riviera, 62, and Corvette, 80.

NEW-CAR STOCKS

	Dec. 1, 1982	Nov. 1, 1982	Dec. 1, 1981
Alliance	65	58	—
Spirit	207	163	143
Concord	76½	119	66
Eagle	108	106½	59
Eagle SX/4	63	65	67
AMERICAN MOTORS	79	80	76
Horizon	66	58	138
Tourismo/TC3	67	59½	118
Reliant	58	56	86
Gran Fury	83	74	—
Plymouth	61	58	100½
LeBaron	80	71	52
Cordoba	61	72½	85½
E Class	75	51	—
Fifth Ave.	62	68	57
Chrysler	71	66	96
Imperial	62	107½	124
Omni	61	65	140
Charger/024	66½	64	106
Aries	72	60	89
Dodge 400	108	108	195½
Dodge 600	93	77	—
Diplomat	50	55	89
Mirada	122	106	107
Dodge	75	68	108
CHRYSLER CORP.	69	64	103
Escort	63	83	95
EXP	56	164	119
Mustang	87	72	95
Fairmont	36	52	96
Granada '81	33	79	94
LTD	70	71	—
Thunderbird	39	42	111
Crown Victoria	56	70	—
Ford	58	74	96
Lynx	72	101	92
LN7	64	201	103
Capri	91	95	96
Zephyr	30	36	72
Cougar '81	29	52	54
Marquis	67	51	—
Cougar/XR-7	30	42	116
Grand Marquis	56	62	62
Mercury	59	71	80
Lincoln	39	41	35
Continental	34	43	98
Mark VI	41	59	49
Lincoln	39	47	54
FORD MOTOR CO.	57	71	89
Skyhawk	64	124	—
Skylark	55½	77	59
Century	34	85	—
Regal 4-door	42	77	69
Regal 2-door	54	54	79
LeSabre	47	46	79
Electra	53	60	75
Riviera	62	63	80
Buick	49	68	72
Cimarron	60	86	93
Seville	33	45	68
Cadillac	34	37	54
Eldorado	33	41	48
Cadillac	35	41	58
Chevette	41	91	90
Cavalier	54	91	117
Citation	50	101	58
Camaro	38	95	105
Malibu	43½	60	70
Celebrity	55	101	—
Monte Carlo	55	73	93
Chevrolet	52	68	69
Corvette	80	160	68½
Chevrolet	48	86	81
Firenza	66	113	—
Omega	39	74	54½
Ciera	39	64	—
Cutlass 4-door	35	45	55
Cutlass 2-door	39	39	76
Olds 88	34	37	43
Olds 98	45½	52	58
Toronado	47½	54	62
Oldsmobile	40	50½	64
1000	60½	139	149
2000	65	115	157½
Phoenix	67	122	72
Firebird	52	134	112½
Bonneville	42	48	79
6000	55	111	—
Grand Prix	61	58	82
Pontiac	57	97	106
GENERAL MTRS.	47	69	77
VOLKSWAGEN	67	72	94
TOTAL	52	69	83

Makers schedule 109,667 cars

Auto production moves up for week

U. S. auto production jumped 5.4 percent last week, the result of increases by General Motors and Ford Motor Co.

Domestic makers scheduled output of 109,667 cars last week, up from 104,044 the previous week and a 12.38-percent boost from the 97,589 assembled during the equivalent 1981 week.

GM scheduled inventory-adjustment downtime last week at its Willow Run, Framingham and Lakewood assembly plants. Additionally, GM's Bowling Green plant remained closed for model changeover. Bowling Green is scheduled to open Jan. 3. It will build the Corvette.

The GM closures were offset by overtime at four other plants. Working Saturday last week were GM Baltimore, Flint No. 40 and the Lansing "G" line. Daily overtime was slated at GM's Detroit (Cadillac) plant.

Ford San Jose and Metuchen plants remained closed last week to trim car inventories, while the company's Lorain (O.) plant remained down for model changeover.

Ford scheduled Saturday overtime work at its Wixom plant last week.

Volkswagen of America shut its Westmoreland (Pa.) assembly plant last week to trim Rabbit stocks. The plant was to reopen today (Dec. 13).

Both American Motors and Chrysler Corp. reported all plants operating on five-day schedules last week.

Year-to-date, the makers have assembled 4,889,372 cars, a 19.99 percent drop from the 6,111,683 built during the comparable period last year.

Truck production holds steady at 36,648 for week

U. S. truck production remained steady last week as increases by Ford Motor and Chrysler Corp. offset cuts by Jeep Corp.

Planned output was 36,648 units, up slightly from the 36,350 built during the previous week and up 18.58 percent from the 30,907 trucks assembled during the equivalent week in 1981.

Chrysler Corp. reopened its Warren truck plant after one week of inventory adjustment downtime. Ford resumed normal operations at its Louisville plant last week but, at the same time, shut down its San Jose point to trim truck stocks. San Jose will reopen today (Dec. 13).

Jeep closed its CJ-5/CJ-7 (junior) line at Toledo last week to balance inventories. The CJ line was to resume operations today (Dec. 13).

General Motors last week shut its Flint No. 1 plant to trim inventories. It reopens today. GM also scheduled overtime last week at its Lordstown (O.) plant.

Year-to-date, the domestic manufacturers have built 1,818,238 trucks, up 16.77 percent from the 1,557,111 assemblies of the comparable period last year.

Canadian output climbs as Ford reopens plant

Canadian car production soared 66.99 percent last week as Ford Motor reopened its St. Thomas assembly plant after a week of inventory-control downtime.

Car output last week was slated at 12,945 units, up from 7,752 the previous week, but down 14.67 percent from the 15,170 assemblies of the equivalent 1981 week.

Chrysler Corp.'s Windsor car and truck facilities remained closed last week because of a strike. American Motors' Brampton plant was closed last week to trim car stocks. It is scheduled to resume operations today (Dec. 13).

General Motors will reopen its Oshawa car and truck plant today (Dec. 13) after a two-week shutdown for inventory adjustment.

Year-to-date, Canadian makers have built 793,340 cars, up 2.87 percent from the 771,217 assembled during the comparable period last year.

Canadian truck production was targeted at 4,711 units last week, a 34.01-percent drop from the 7,139 of the previous week and down 49.70 percent from the 9,366 built during the equivalent 1981 week.

Cumulative truck production last week was 458,368 units, down 5.88 percent from the 486,987 built during the comparable period in 1981.

Truck dealers' efforts block retail excise tax collection

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — At press time, the details had not been worked out in the omnibus Gas Tax bill before the Congress, but one thing did seem clear: The nation's truck dealers appeared to be headed for one of their biggest legislative victories ever.

The House and the Senate Finance Committees, at least at press time, had agreed to lift the excise tax on most trucks and truck parts.

The point of collection of the excise tax on large trucks was to be changed from the wholesale level to the retail level. The change would be significant on a large truck. For example, the dealer would no longer have to borrow an additional $7,000 to pay the excise tax on a $70,000 truck he wished to floorplan.

NADA had been fighting for the changes for years. While it did not get all it wanted, it came closer than ever before.

Under the legislation now under consideration (and it must be noted things are still in a state of flux), the excise tax on trucks would be repealed provided the trucks had a Gross Vehicle Weight of less than 33,000 pounds.

In the case of truck parts, the House would also eliminate the excise tax but the Senate would retain it, at least for those parts unique to vehicles with GVWs of 33,000 pounds or more.

According to Capitol Hill sources, though, the Senate's tax on parts may be eliminated when the House and Senate confer to iron out the difference in their respective bills. DOT and the Department of Treasury have indicated they may support such a repeal.

Only in the excise tax on the very large trucks did the dealers actually lose ground. Both the House and the Senate Finance Committees increased it from the current 10 percent to 12 percent. But this tax will apply only to vehicles with GVWs of 33,000 pounds or more, and the tax will be collected at the retail level.

Mexico tightens import restraints

MEXICO CITY. — The government has published a list of guidelines for the automotive industry which will force it to reduce imports of foreign parts.

Among the components targeted for domestic production are 318 parts that are presently subject to import permits from the General Control Exchange. Thus, batteries, shock absorbers, axles, gasoline engines and pneumatic motors will increasingly be produced by the domestic industry.

For the first time, permits for automatic transmission imports may be withheld. All luxury items will be denied permits.

TRUCK PRODUCTION IN U. S.†

	Week Ended Dec. 11, 1982	Week Ended Dec. 12, 1981	Week Ended Dec. 4, 1982	Nov. Total	Jan. 1 to Dec. 12, 1981	Jan. 1 to Dec. 11, 1982
CHEVROLET	12,297	13,334	13,592	50,079	446,505	627,630
DODGE	2,300	3,114	207	8,130	92,550	117,590
FORD	15,011	4,877	14,097	47,594	596,811	665,781
GMC	4,105	4,978	4,127	12,522	166,008	216,569
INTERNATIONAL	1,030	1,150*	1,023	3,078	65,934	44,613
VOLKSWAGEN		504			36,359	8,103
JEEP	855	1,500*	2,254	7,666	83,888	82,622
AM GENERAL	50*	50*	50*	220*	3,536	2,330
MISCELLANEOUS	1,000*	1,400*	1,000*	4,400*	65,520	53,000
Total Trucks, U. S.	36,648	30,907	36,350	133,689	1,557,111	1,818,238

CANADIAN TRUCK PRODUCTION

	Week Ended Dec. 11, 1982	Week Ended Dec. 12, 1981	Week Ended Dec. 4, 1982	Nov. Total	Jan. 1 to Dec. 12, 1981	Jan. 1 to Dec. 11, 1982
CHRYSLER CORP.		2,013		1,976	82,192	92,404
FORD MOTOR	3,136	3,067	2,817	10,364*	132,162	130,421
GENERAL MOTORS	1,300	4,049	4,044	16,145	261,541	224,735
INTERNATIONAL	275	237	278	1,157	11,092	10,808
Total Trucks, Canada	4,711	9,366	7,139	29,642	486,987	458,368
N. American Trucks	41,359	40,273	43,489	163,331	2,044,098	2,276,606

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Dec. 11, 1982	Week Ended Dec. 12, 1981	Week Ended Dec. 4, 1982	Nov. Total	Jan. 1 to Dec. 12, 1981	Jan. 1 to Dec. 11, 1982
AMERICAN MOTORS	3,800	2,550	3,890	16,421	112,222	100,216
AMC Total	800		819	3,252		49,869
Spirit						
Concord				255		
Eagle	800		919	2,997		49,869
Renault Total	3,000		3,071	13,169		50,347
Alliance	3,000		3,071	13,169		50,347
CHRYSLER CORP.	14,350	16,302	14,859	50,885	735,458	573,302
Plymouth Total	5,750	6,817	6,427	19,019	359,140	230,501
Horizon	2,100	2,290	2,455	4,381	135,078	73,653
Reliant	3,600	4,527	3,912	14,345	214,475	155,421
Caravelle ('81)					2,139	
Caravelle ('83)	50		60	293		1,427
Gran Fury					7,448	
Chrysler Total	2,300	2,759	2,185	9,555	55,612	109,442
LeBaron	1,300	2,759	1,381	5,297	50,750	92,682
Chrysler					4,862	
Chrysler E-Class	1,000		804	4,258		16,760
Dodge Total	6,300	6,726	6,247	22,311	320,706	233,359
Omni	2,000	2,304	1,698	4,336	121,905	68,740
Aries	3,200	3,405	3,068	13,119	168,954	123,626
Diplomat					12,644	
Dodge 400	400	1,017	569	2,168	13,521	29,525
Dodge 600	700		912	2,688		11,468
St. Regis					3,682	
FORD MOTOR	25,007	3,334	19,611	191,281	1,263,594	1,053,152
Ford Division	15,306	1,334	11,151	61,447	853,501	657,397
Escort	4,121			18,792	338,978	251,521
Fairmont	3,008	506	3,220	14,251	170,791	122,811
Mustang	4,045		3,348	8,765	142,994	122,093
LTD/Granada	3,587	828	4,386	19,183	97,126	124,691
Thunderbird				10	61,126	29,326
Crown Victoria/Ford	545		197	55	40,886	742
EXP				391	1,600	6,213
L-M Division	9,701	2,000	8,460	39,834	410,093	395,755
Mercury Total	7,325	2,000	6,050	30,529	349,312	302,234
Lynx	1,159			5,215	113,444	77,691
Capri	435		685	1,742	47,193	32,084
Zephyr	943	250	755	4,110	49,125	38,679
Marquis/Cougar	2,434	446	1,855	7,560	46,771	57,136
Cougar/XR7				10	28,168	10,580
Gr. Marquis/Marquis	2,354	1,304	2,755	11,892	63,596	84,346
LN7				166	1,015	1,718
Lincoln Total	2,376		2,410	9,305	60,781	93,521
Continental ('82)	476		482	1,861	10,673	79,233
Lincoln	1,102		1,432	5,579	25,527	45,677
Mark VI	798		496	1,865	24,581	28,611
GENERAL MOTORS	66,435	71,812	62,725	227,698	3,840,062	3,081,305
Buick Division	14,212	14,903	15,258	54,604	843,690	719,925
Skylark	200	3,633	3,417	7,450	255,217	131,251
Skyhawk J	1,405		1,185	2,971		62,948
Century	2,515	1,998	533	7,707	99,726	107,213
Regal	4,950	4,665	5,072	16,403	255,551	200,623
Buick	3,960	3,261	3,966	16,139	166,745	176,168
Riviera	1,182	1,346	1,085	3,934	66,451	41,722
Cadillac Division	6,228	5,236	6,872	25,888	250,731	235,309
Cimarron	540	161	563	1,891	22,126	9,442
Seville	520	309	549	2,358	22,823	21,757
Eldorado	1,208	1,178	1,220	5,054	55,859	54,433
Cadillac	3,960	3,588	4,540	16,585	149,923	149,677
Chevrolet Division	22,405	26,322	20,586	60,652	1,411,728	976,213
Chevette	5,030	7,586	5,069	7,282	342,786	200,086
Cavalier	2,815	1,744	1,963	9,151	135,285	90,078
Celebrity	2,245	3,542	1,280	3,528	18,354	64,777
Camaro	3,890	2,175	3,801	12,518	96,399	207,227
Citation	2,685	4,381	1,474	6,991	292,638	152,715
Malibu	2,320	3,044	2,719	10,905	218,821	119,212
Monte Carlo	2,320	2,988	3,281	8,252	134,703	78,899
Chevrolet	1,100	261	999	2,025	145,956	40,640
Corvette		601			26,786	22,514
Oldsmobile Division	16,830	16,201	16,222	68,706*	812,527	744,066
Omega		2,280	1,722	3,297	128,958	71,552
Firenza	765	4,785	993	3,181		43,206
Cutlass	6,300	2,980	6,312	21,911	354,037	207,700
Cutlass/Ciera	2,745			11,366	18,933	117,211
Oldsmobile	6,240	5,547	6,376	25,429	267,713	271,159
Toronado	780	609	819	3,522	42,886	33,206
Pontiac Division	6,760	9,150	3,787	17,848	521,386	405,707
Acadian†		163	98	209	18,050	9,515
2000	1,765		102	2,306	87,193	38,[illegible]
1000	560	1,562	560	578	87,012	33,[illegible]
Firebird	1,640	1,042	1,379	5,122	47,791	121,[illegible]
Phoenix	715	1,304		2,067	94,103	44,[illegible]
G. Prix/B'ville ('83)	2,080	1,645	1,648	7,566	95,300	127,[illegible]
A6000		1,773			13,186	30,[illegible]
LeMans					42,027	
Pontiac		1,661			10,064	
HONDA*		75*		75*	300*	
VOLKSWAGEN			3,591	2,884	8,925	158,338
CHECKER						2,009
Total Cars, U. S.	109,667	97,589	104,044	405,510	6,111,683	4,889,379

CANADIAN CAR PRODUCTION

	Week Ended Dec. 11, 1982	Week Ended Dec. 12, 1981	Week Ended Dec. 4, 1982	Nov. Total	Jan. 1 to Dec. 12, 1981	Jan. 1 to Dec. 11, 1982
AMERICAN MOTORS		785		2,437	33,538	28,252
CHRYSLER CORP.		2,700		2,932	62,943	144,488
FORD MOTOR	8,580	3,657	3,450	19,600*	202,071	274,396
GENERAL MOTORS	4,140	7,804	4,077	31,388	461,705	336,322
VOLVO	225	225	225	720*	10,010	9,682
Total Cars, Canada	12,945	15,170	7,752	57,077	771,217	793,340
N. American Cars	122,612	112,759	111,796	462,587	6,882,900	5,682,712
N. American Trucks	41,359	40,273	43,489	163,331	2,044,098	2,276,606
North American Cars and Trucks	163,971	153,032	155,285	625,918	8,926,998	[illegible]59,318

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.
*—Honda figures are estimated. Actual Honda production totals will be released next Spring.

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Automotive News

December 20, 1982

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EPA would do the job for almost nothing

U. S. to spend $175,000 to test politico-backed fuel device

By Jake Kelderman
Washington Staff Writer

WASHINGTON.—The Federal Government, at the behest of two congressmen and the counsel to the Vice President, C. Boyden Gray, is about to pay as much as $175,000 for the testing of an alleged fuel-economy device that the EPA would test for next to nothing.

Known as the Webster-Heise Valve, for its inventors, Sherwood Webster, Richard Heise and Douglas Heise, the device is alleged to improve fuel economy by up to 20 percent, increase torque by up to 40 percent, decrease nitrogen oxide emissions by up to 50 percent, cut carbon monoxide by up to 45 percent and cut hydrocarbons by up to 13 percent.

Further, it is alleged to allow cars to run on 75-octane gasoline.

Among investors in the valve are former President Gerald Ford; Ford's former White House Counsel, John Marsh; Senator John Warner, Virginia Republican, and former Senator Carl Curtis, Nebraska Republican.

That political clout and a letter from Transportation Secretary Drew Lewis calling the device "extremely interesting" and a possible "breakthrough with respect to pollution control, fuel economy and octane ratings" may explain why the DOT is paying for the testing of the device.

• First brought to public attention about two years ago, the device has had a rebirth of sorts in the wake of a Congressional Research Service analysis concluding that it presents the "potential for substantial national benefits in fuel efficiency, reduced dependency on imported oil, improved balance of payments position and reduced automotive air pollution," and the subsequent call for further testing of the valve by Reps. James Broyhill, North Carolina Republican, and Richard Madigan, Illinois Republican.

The usual practice on fuel-economy devices is for the investor to apply to the EPA's Technology Assessment and Evaluation Branch for confirmatory testing.

That office, specifically established to assess the value of alleged fuel-economy devices, will accept a device for complete testing at EPA's Ann Arbor (Mich.) Emissions Testing Lab free of charge to the inventor, provided preliminary data indicates a reasonable potential for fuel-economy improvement.

To get such preliminary data, inventors typically need to equip a vehicle with their device and have it tested on a dynamometer at an EPA-approved test facility and over an EPA-

Continued on Page 30, Col. 1

A Christmas Fantasy

Or John Z. the Snowman

'Twas the night before Christmas, Detroit was quite tense;
Sales were no better than Roger Smith's PR sense.
There were plenty of cars, there was no need to make 'em,
And with rebates we had to pay buyers to take 'em.
Efforts to sell cars were clumsy, maladroit,
Like Ford's Jackie Stewart at the Grand Prix-Detroit.

Auto persons nestled all snug in their beds,
While visions of just-in-time danced in their heads;
Local content and kanban did haunt all their sleep
and the thought of Yank soldiers driving Le Jeep.
(The names of the men at the top seemed to show
That American Motors is as French as Peugeot.)

And American workers singing "Honda over all"
And Canadian workers who won't work at all.
The Japanese found workers here an odd bunch—
Won't wear company caps or do pushups at lunch.
And DeLorean found, as have many good folk,
That things do not always go better with coke.

"To save Irish jobs I did this thing only;"
Some thought that was blarney, but most said baloney.
VW as a U. S. car maker took root,
But when things went sour, for McLernon, das boot.
"Other greats have been fired," Jim said without reticence,
And he cited his pal Iacocca for precedent.

Iacocca for president? Let's light up cigars;
He's had much experience dense-packing cars.
He'd be tough with the Russians, dealers say that's no bull—
'Cause they know he's a master of the old push-pull.
It's enough to stir up the political libido—
Now that Teddy won't run, why not go with Lido?

But now a most wonderous sight gives us pause,
There in a Full Cleveland is old Ronnie Claus.
He spoke not a word, but went straight to his work,
Tossed Gorsuch to the wolves, called Yuri a jerk,
Then waving an MX and thumbing his nose
At jolly St. Tip, up the chimney he rose.

He sprang to his sleigh and they soared off with ease
Like protectionist sentiment against Japanese.
But we heard him exclaim in a voice a bit hoarse
"Merry Christmas, Detroit—Oh, yes, stay the course!"

—Richard A. Wright

IRS probes U. S. subsidiaries of Toyota, Nissan and Honda

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — The Internal Revenue Service is investigating the U. S. subsidiaries of Toyota, Nissan and Honda for possible illegal profit transfers between themselves and their Japanese parent firms that could be depriving the U. S. Treasury of millions in taxes.

According to information obtained by AUTOMOTIVE NEWS, the investigation, a so-called 482 investigation, was begun by the IRS's Special Investigations Unit in August, 1978, and involves the fiscal years 1975 through 1978.

It is being conducted out of the IRS regional office in Los Angeles. It was triggered by the release — to the IRS by the U. S. Customs Service — of documents submitted by the Japanese firms in the course of the 1975 investigation of all auto importing companies for alleged dumping. That investigation found the Japanese makers innocent of such activity.

In the present investigation, the IRS is scrutinizing the manner in which the U. S. subsidiaries of Toyota, Nissan and Honda have chosen to determine, for tax purposes, the so-called "arm's length" or transfer price of vehicles sold to the U. S. subsidiaries by their parent firms.

This price, which is an expense to the U. S. subsidiary, plays a major role in what their taxable income will be for the year.

The IRS apparently suspects

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Imports cut new-car stock to 51 days

By Richard A. Wright
Assistant Managing Editor

The inventory of new imported cars in the U. S. was trimmed during November, not as drastically as the domestic stockpile, but an already lean import stock got even skinnier.

The inventory of new imimported cars Dec. 1 totaled 374,775—which was actually up from 365,467 a month earlier—but at the higher sales rate was only a 51-day supply, down from 56 days Nov. 1.

The increase in the unit count is normal for this time of year—generally importers build their stocks toward a peak which is reached in February or March—but the decline in the days supply is a bit unusual.

The inventory of new imported pickup trucks was also

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breaking news

Mitsubishi 4WD utility vehicle seen for U. S.

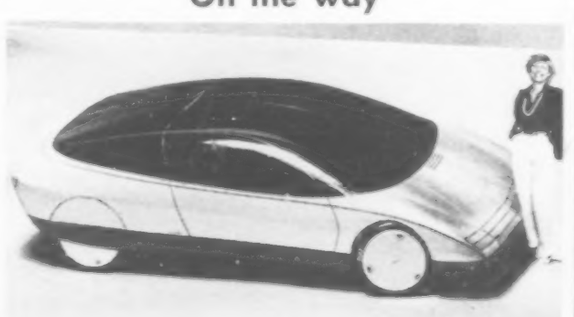
LOS ANGELES.—Mitsubishi Motor Sales of America reportedly will offer a four-wheel-drive utility vehicle in the spring. Company officials decline to either confirm or deny the report. However, such a vehicle, which is similar in concept to Toyota's Land Cruiser, is not subject to either voluntary restraints or the 25-percent truck tariff.

Mercedes 190 to be 220 in U. S.

LOS ANGELES.—The new Mercedes-Benz 190 and 190E, which recently went on sale in Europe, will be dubbed the 220E and 220D when they are introduced to the U. S. market next fall as '84 models. The cars will replace the current 240 series.

See BREAKING NEWS, Page 8, Col. 1

On the way



Saab in the 1990s

This clay mockup gives some idea of what Saab cars could look like in the 1990s. As with many cars of the future this vehicle has a rounded shape, which Saab chief designer Bjorn Envall says is aerodynamically sound.

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But Senate action on UAW-backed measure unlikely this year

House passes local-content bill

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — As expected, the UAW-backed automotive local-content bill passed the House of Representatives, but the margin — 215 yeas to 188 nays—was much closer than expected, especially since the bill had 224 sponsors.

That's probably as far as it's going this year. The bill has been sent to the Senate, but action there is unlikely before the end of the current session.

Morover, the House voted — 195 to 194—to accept a crippling amendment that — were the measure to become law—would cloud the outlook, if not gut it.

That amendment, offered by Rep. Millicent Fenwick, New Jersey Republican, added: "Notwithstanding any other provision of this Act, nothing in this Act shall be deemed to supersede the terms or conditions of any treaty, international convention, or agreement on tariffs and trade which is in existence on the date of enactment of this Act and to which the United States is a party."

The obvious reference is to the General Agreement on Tariffs and Trade (GATT). The UAW and the bill's major sponsors, Rep. Richard Ottinger, New York Democrat, and Rep. John Dingell, Michigan Democrat, say the bill does not violate GATT, but there are many others, including most trade experts, who feel that it does.

While some might view the vote as a going-away present to a lame-duck lawmaker and others as a recognition by the sponsors of trouble brewing, its existence can also be seen as giving hope to free traders — even though there is no trigger mechanism in the Fenwick amendment.

Another surprise was the overwhelming rejection given by voice vote to the "save-Honda" amendment. This was also offered by a lame duck, Rep. Clarence Brown, Ohio Republican, whose district includes the Marysville plant now producing Accords.

This was an attempt by Brown to retain a new foreign company operation and to save jobs for Ohio UAW workers and a way to say thank you to Honda for investing some $250 million and creating 2,000 new jobs in Ohio.

Honda has said it cannot meet the content requirements on the schedule set in the Ottinger-Dingell bill and will be penalized by restrictions on Civics and Preludes it must import to have a full line of cars. Honda was to be allowed lower content requirements and then to have the Secretary of Transportation decide in 1988 and later whether its content should be one-third or one-half. Honda hopes to reach 65 percent content within a few years.

But Ottinger and Dingell called the move a "sweetheart deal" for Honda that would give it a special niche and a move that would discriminate against Volkswagen which would have to meet a higher content.

Others argued that while

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Hold the anchovies!

Domino's pizza chain has put 10 of these unique three-wheel Aero delivery vehicles into the field for testing. Built by Tritan Ventures, Inc., Ann Arbor, Mich., the Aero weighs about 800 pounds and is powered by a 250-cc engine that reportedly can yield up to 100 MPG. A small oven in the back seat keeps the pies warm. If the vehicles measure up, Domino's officials have said they would consider buying another 5,000 to 10,000 Aeros.

Unofficial estimate of 13-month union contract

Chrysler pact to cost $155 million

By Marjorie Sorge
Labor Editor

Chrysler Corp.'s new 13-month agreement with the UAW in the U. S. and Canada will cost the company about $155 million, according to company sources.

With the new contract, workers in the U. S. will get an immediate 75-cent-an-hour raise, which jumps to $1.39 by the time the pact expires Jan. 14, 1982. In Canada, workers got a $1.15 an hour upfront wage increase and that increases to $1.79 an hour by the end of the agreement.

The more substantial increase in Canada is due to the higher inflation rate and prices in that country. The Canadian Chrysler workers approved their contract on Dec. 12 and returned to work last Monday (Dec. 13), ending a 38-day strike.

The new contract will cost the company substantially more than the pact negotiated in September and rejected by the U. S. workers. That agreement provided workers with about 50 cents an hour in quarterly cost-of-living-adjustments (COLA) and increases in wages tied to the company's profitability. It was rejected overwhelmingly by the U. S. workers.

According to a high ranking Chrysler official, Chrysler cannot afford the new contract without borrowing money from internal projects. He said much of the cost of the new pact will be taken from the marketing area, but new projects and modernization plans will be the last to be sacrificed.

But while the company must take money from other projects

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Fraser says Chrysler may avoid R&D cuts

By Roger Rowand

Chrysler Corp.'s new-product development budgets won't necessarily be sliced as the firm casts about to find funds to meet the cost of a new UAW contract. It's the marketing kitty that may feel the knife, UAW President Douglas Fraser said.

"Look at the enormous amount spent on merchandising. I think they can get money from that pot," he said. "There are a lot of places other than the product or new product plans to get that kind of money," Fraser said.

He is a member of Chrysler's board as well as president of the union. He withdrew from board activities during recent strike-marred negotiations that ended this month.

UAW members in the U. S. late last week were expected to approve a new 13-month contract. They reached an agreement with Chrysler after first rejecting proposals but working through a five-week strike by Canadian workers.

Canadian UAW members have

Continued on Page 29, Col. 1

UAW, Chrysler adopt new absentee policy

By Roger Rowand

DETROIT. — The UAW and Chrysler Corp. are taking a tough love approach to their chronic problem of absenteeism.

An agreement reached during contract talks calls for a wiping clean of absentees' slates for a new start. They get an even break, starting now.

However, as of July 1, 1983, a new look will be taken at attendance records of today's chronic offenders. If there has been an improvement, no further action will be taken.

But if a chronic absentee has continued in that category, the employe will be subject to further union-management efforts.

These are some of the details of what will happen under the absenteeism plan. They come from a memorandum of understanding between Chrysler and the union acquired by Automotive News.

A national attendance council will be created. It will consist of two members each from labor and management.

The council will communicate attendance procedures to employes and can adjust those procedures from time to time as it sees fit.

The council also can explore other approaches to the absent worker problem.

• A six-step procedure will start Feb. 1:

Step 1—Joint union-management counseling involving the employe's chief steward and foreman.

Step 2—Joint counseling involving the employe's chief steward and general foreman. Worker informed next offense will bring five-day disciplinary layoff.

Step 3—That five-day layoff will be accompanied by counseling by employe's committeeman and foreman. Timeoff may be waived but employe will be warned next offense could bring 15-day disciplinary layoff.

Step 4—Disciplinary time off must be served. Further counseling by local president and labor relations supervisor. Employe told next offense means 30 days off.

Step 5—Time off must be served. Worker informed that further absenteeism will result in firing. A letter from the national attendance council may be sent to the employe's home advising the employe that firing can result if more absenteeism occurs.

Step 6—Discharge.

Employes with the worst attendance records will be identified and counseled. Those will be workers with absence rates, including absences for illness and non-job injury, of 20 percent or more in six months.

Terminated employes will have the right of appeal to the national attendance council.

Early-December tally shows fifth consecutive gain

U. S.-car sales up 13 pct. for period

By Jenny L. King
Staff Writer

Sales of domestic-built new cars in the U. S. climbed 13.28 percent in early December compared with the same period a year ago. It was the fifth consecutive 10-day gain.

But the Dec. 1-10 improvement looked less impressive juxtaposed with late-November sales or with Dec. 1-10 sales of 1980.

Nudged by lower financing rates available to new-car buyers, early December sales climbed to 142,995 from 126,234 last year, an increase of 13.28 percent.

The preceding sales period (Nov. 21-30) brought 210,917 deliveries. Two years ago Dec. 1-10 sales numbered 174,898.

There were nine selling days this year and last, yielding averages of 15,888 and 14,026, respectively.

Year-to-date domestic sales of 5,451,607 were down 8.76 percent from 5,974,944 last year.

In early December, General Motors dealers reported sales of 84,620 passenger cars, up 5.93 percent from 79,880 in 1981. Ford Motor Co. sales totaled 34,971, up 41.39 percent from 24,733. Chrysler Corp. sales were up 15.65 percent, to 18,303 from 15,826.

Estimated sales of American Motors units were 3,500, up 29.63 percent from 2,700, and Volkswagen of America sales stood at 1,601, down 48.27 percent from 3,095.

Of the domestic market in early December, GM sales accounted for 59.17 percent, down four percentage points from 63.28 percent last year. Ford earned 24.46 percent, up from 19.59 percent. Chrysler edged ahead to 12.80 percent from 12.54 percent. AMC stood at 2.45 percent, up from 2.14 percent, and VWoA dropped to 1.12 percent from 2.45 percent.

Ten of the 12 Big Three makes reported sales gains this Dec. 1-10 compared with a year ago. Missing the mark were Imperial, down 45.83 percent, and Plymouth, down 3.76 percent.

Chrysler sales were up 29.99 percent, Dodge was up 28.28 percent, Ford was up 45.18 percent, Mercury was up 25.51 percent and Lincoln was up 64.22 percent.

Buick was up 0.91 percent, Cadillac was up 1.61 percent, Chevrolet was up 5.24 percent, Oldsmobile was up 3.70 percent and Pontiac was up 23.40 percent.

DOMESTIC SALES

	Dec. 1-10, 1982	Dec. 1-10, 1981
AMERICAN MOTORS	3,500†	2,700†
Chrysler	4,274	3,288
Imperial	39	72
Plymouth	6,011	6,246
Dodge	7,979	6,220
CHRYSLER CORP.	18,303	15,826
Ford	24,561	16,918
Mercury	7,858	6,261
Lincoln	2,552	1,554
FORD MOTOR CO.	34,971	24,733
Buick	16,827	16,675
Cadillac	7,308	7,192
Chevrolet	28,877	27,438
Oldsmobile	19,232	18,546
Pontiac	12,376	10,029
GENERAL MOTORS	84,620	79,880
VOLKSWAGEN	1,601	3,095
U. S. INDUSTRY TOTAL	142,995	126,234

† estimate

Slammer time rule stretched by UAW

WINDSOR, Ont. — There's been a sweetening of one odd benefit in the UAW's Canadian master agreement with Chrysler Corp. It's the one covering time in jail for traffic offenses.

Under the new pact, a UAW member may spend 120 days in the calaboose without losing seniority. Previously, seniority was lost after 90 days in the jug.